Board of Trade Journal

THE UNIVERSITY OF MICHIGAN

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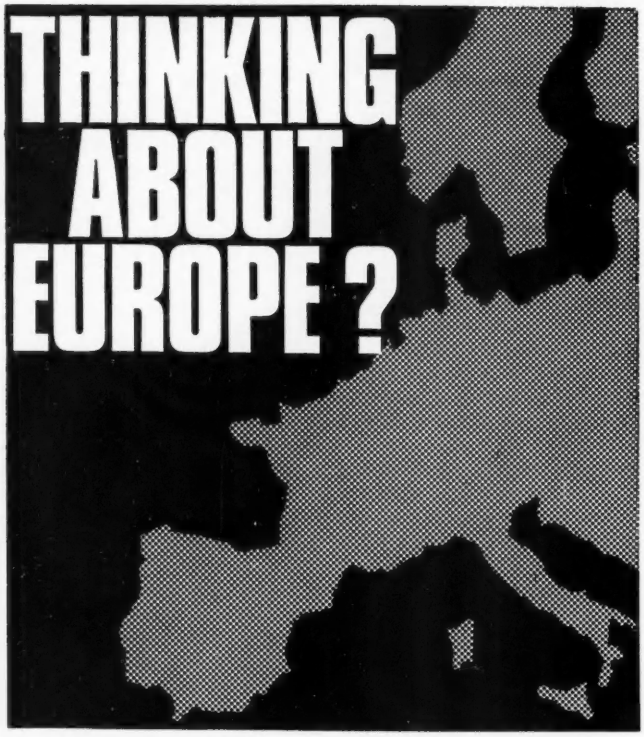

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Front cover photograph

The new 25 lb. Spencer Minor dry cleaning machine. Neil and Spencer Ltd., a member company of the Engineering Division of the Norcros Group, produce dry-cleaning machines with capacities from 10 to 150 lb. in three United Kingdom factories. Sixty-five per cent of the company's turnover is exported. The company has distribution in over 60 countries and shares 85 per cent of world sales with a German company. Yet Germany is one of Neil and Spencer's biggest markets. The biggest is the United States where sales run into millions of dollars. The company has penetrated deep into Eastern Europe. Inquiries from Russia and Bulgaria are building up and recently £50,000 worth of dry cleaning plant was sold to Czechoslovakia.

Facts and Figures on Israel

Our forty-one offices throughout Israel keep us in continual contact with commerce, industry and agriculture, and give us an unrivalled knowledge of local conditions. This knowledge is freely available to all businessmen. For facts and figures on Israel write to our Intelligence Department at 54 Lombard Street, London, E.C.3.

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Understanding the Israel market

By the Hon. Marcus J. Sieff, OBE, chairman of BNEC, Israel

The Hon. Marcus J. Sieff, chairman of BNEC Israel and vice-chairman and joint managing director, Marks & Spencer Ltd.

THE ISRAEL COMMITTEE of the British National Export Council was formed in October 1965. As the last but one of BNEC's area bodies it has an advantage – it could draw on the experience of the older organizations and had the benefit of established export promotion methods. Nevertheless, BNEC Israel had to break new ground – no two markets are the same and Israel is perhaps 'more unique' than most. Usually one thinks of two types of market; the industrialized countries and the underdeveloped ones. In the first case, orders are won on quality, price, delivery and salesmanship. In underdeveloped countries help and guidance in the upgrading of the economy is needed rather than the 'hard sell' – natural resources must be exploited to create purchasing power. Israel does not fall into either of these categories. Geographical and political isolation made rapid industrial development necessary even in fields where normally this would not be a viable proposition. On the other hand, natural resources are limited, unless one includes in these the idealism and technical and scientific skills of the population.

Two factors determined the programme of activities on which the committee embarked. One was that British industry was largely unaware of Israel's potential as a market; the other that the established methods of export promotion had to be adapted and implemented to suit the particular stage of economic development. A small booklet giving basic information on Israel as a market was sent to over a thousand companies specially selected as potential exporters; this was followed by a mailing of a reprint of an article on Israel which had first appeared in this *Journal*. A few months later the same companies received a report on opportunities in Israel following a visit to the country by three members of the committee. An inquiry was sent with this report as to whether the recipients were interested in the market. Of a 40 per cent response, in itself gratifying, over 95 per cent asked to be kept on the committee's list, and of the remaining 5 per cent who asked for their names to be removed, a number gave the reason that they already had sufficient knowledge of the market. Further reports will be published as occasions arise. At the same time, the mailing list will be extended as the Israel Government liberalizes the import of further categories of goods.

There is no more effective way of getting to know the opportunities in a market than a personal visit, and the committee is encouraging businessmen to make the short four-and-a-half hour trip to Israel. It organized a mission of representatives of material handling and packaging machinery manufacturers in September 1966, and is planning a number of outward missions on a regional or trade basis. Sometimes inward missions are more effective, particularly where it is important that large items of capital equipment are seen in operation. In November 1966, the committee sponsored and organized a visit to the United Kingdom by the chief engineers of the five most important municipalities in Israel, who saw refuse disposal, sewage plants, street cleaning and traffic control equipment.

Missions cannot replace major selling efforts, such as trade fairs and store promotions. The committee helped the Board of Trade in the organization and running of the British pavilion at the Tel Aviv International Trade Fair in June 1966. The Board of Trade will again organize a British pavilion at the Tel Aviv Trade Fair, from June 4-22, 1968, as a joint venture which will provide substantial benefits to the participants. A great deal of the space available has already been taken up, and interest amongst British industry has been very gratifying. Applications for space can still be accepted, subject to space still being available. The British Day will be a prominent feature on the second day of the fair, immediately after the official opening.

In October 1966, the first ever national store promotion was staged in the form of a 'British Fortnight' at the major departmental store – 'Kolbo Shalom', in Tel Aviv, which was visited by 250,000 people, and resulted in a turnover of I£750,000 in British goods. As the Israel Government is increasingly liberalizing the importation of consumer goods, the time was ripe for this venture. After this success, similar promotions in other stores will no doubt follow.

Israel's great interest in advanced technology and science and her ability to use sophisticated equipment makes her a promising market in this field. The committee organized, in conjunction with the Scientific Instrument Manufacturers' Association, a British Scientific Symposium in Haifa at the beginning of November 1967. This consisted of a display of scientific equipment, film shows, and lectures on subjects divided into four main sessions: Applied and Academic Research, Medicine, Quality and Processing control in the Food Processing Industry, and in the Textile Industry. Papers were read out not only by senior technologists from the participating companies, but also by eight eminent scientists unconnected with industry, who were invited by my committee. The British Council supported this venture with an exhibition of scientific and educational books. It attracted specialist audiences not only from universities and research institutions, but also from those industries in which Israel is making her greatest export efforts and where, therefore, modern process and quality control is most important. The concept of this promotion is new and may well find acceptance in other markets.

Many Israel scientists and tehnologists have been trained in the United States or Western Europe and tend to recommend equipment with which they have become familiar in these countries. It is vital that future 'decision makers' get to know what Great Britain has to offer. The committee have taken a first step in this direction by financing a pilot scheme whereby the Embassy will

(*Continued on page* 1635)

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ask the Israeli Government to select two or three candidates in the technological field for scholarships in the United Kingdom. Such arrangements will have to be increased in the future unless the Government extends its own activities in this field.

Further promotions are under consideration on the lines of this year's scientific symposium. Education is one of the possibilities, management techniques might be another. During the recent war emergency medical supplies were air freighted to Israel and the authorities had a practical example of the fact that British manufacturers are at least equal in the quality of their products to the sources of supply previously used in Israel, and in many cases the prices were up to 30 per cent lower. There are, therefore, good prospects of a substantial increase in our supplies of medical equipment to Israel, and this also could be followed up by a specialized export promotion.

The Israelis are well aware that they must bring their industries up to the most modern standards if their own exports are to increase. The best hope for direct sales from this country to Israel, therefore, lies in the more sophisticated products of industry which should benefit from the above kind of export promotion.

There are, however, possibilities of indirect sales to third countries, via Israel, arising from the activities of Israeli technical experts and advisers who work in agriculture, health, civil engineering, transport, etc., in the developing countries of Africa and Asia and even as far afield as Latin America. Israel herself cannot in most cases supply all the materials and equipment required for these projects. British manufacturers who establish production facilities, make know-how agreements or arrange interchange of components with Israeli manufacturers stand to benefit from these activities in markets which British industry would find often much more difficult to penetrate on its own. A British company setting up a factory in Israel will rarely produce complete equipment; some of the more sophisticated components will be exported from the United Kingdom. On the other hand, once production is started in Israel, the Government there will provide protection against other foreign competitors so that the British manufacturers would not only be able to participate in Israel projects in third countries, but be sure of an albeit small home market. In accordance with usual BNEC practice, the committee does not normally engage in case work such as provision of statistics, names of agents, etc. This is done by the Export Services Branch of the Board of Trade, or the general secretary of the Anglo-Israel Chamber of Commerce, Mr. A. Burke, 36 Kingsway, London, W.C.2. However, we are most anxious to further

(*Continued on next page*)

Export opportunities

Below is a list of current export opportunities in Israel, reprinted from the Export Services Bulletin.

Reference No.	Commodity		Bulletin No.
ESB.42615/67	Electronic equipment	Agency	239/67
ESB.41553/67	Hothouse equipment	Agency	233/67
ESB.39283/67	Preserves; tooth picks	Agency	226/67
ESB.35757/67	Measuring instruments	Agency	215/67
ESB.37183/67	Pumps	Agency	202/67
ESB.36401/67	Chemicals	Agency	197/67
ESB.35757/67	Electrical equipment; electronic equipment; measuring instruments	Agency	197/67
ESB.33546/67	Taximeters	Agency	194/67
ESB.35310/67	Air diffusion equipment	Export Opportunity	193/67
ESB.31856/67	Electric motors; generators	Agency	169/87

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Prime Minister on economic situation

MR. HAROLD WILSON, the Prime Minister, gave a statement in Parliament on December 18 on the economic situation. In the course of it, he said that the policy of the Government regarding the ban on the supply of arms to South Africa remained unchanged. The statement was as follows:

'I feel it right, before the House rises for the Recess, to make a full statement of the Government's intention about the way in which we are now engaged in deciding on the measures necessary to ensure that industry, trade, agriculture—indeed, the country as a whole—take full advantage of the opportunity presented by devaluation.

'The Government have made clear that, in order to achieve a progressive and massive swing in our balance of payments over the next two years, a substantial diversion of resources will be needed to exports, to import replacement and to investment.

'The statement of my right hon. Friend the Home Secretary on November 20 outlined the first package of measures directed to this end.

'The Government have made clear that progressively up to the Budget, when this becomes necessary, steps will be taken to ensure that home demand, including Government expenditure, is not allowed to develop to a point where the necessary shift of resources to the priority purposes of earning a payments surplus is for one moment endangered.

'As my right hon. Friend the Chancellor made clear, the intention is to ensure beyond all doubt that as exports, import saving and investment build up, the resources will be available to meet them.

'It is our intention to maintain economic growth and rising employment, taking progressively the measures needed to shift the emphasis from a consumer-led expansion to an export-led expansion. At the same time, it will be the determination of HM Government not to allow that steady expansion, as it develops over the next year and into 1969, to degenerate into a situation of inflation and excessive pressure on resources and capacity.

'As the policy develops through the period of the Estimates, the Budget and subsequently, it will mean reductions in the growth of personal expenditure and reductions in the growth of public expenditure. On personal expenditure, the success of the Government's prices and incomes policy is of crucial importance. While I cannot anticipate my right hon. Friend's Budget statement or any other measures which may be needed to restrain consumption, the severity of such restraint will clearly depend on the co-operation which the Government receive in implementing their prices and incomes policy.

'So far as public expenditure is concerned, the House will be aware, through long experience, that expenditure programmes take several years to mature and that decisions taken at any moment of time may have little impact on immediate Estimates. But decisions taken now can in certain spending areas have a growing effect in the second year and a decisive effect in the third and subsequent years, provided that the decisions are taken now.

'The examination of spending programmes which this involves is being tackled in a mood of urgency. While I should like to have given the House all the necessary details before the Recess, hon. Members will, I think, agree, in view of the important nature of the expenditure areas to be considered, that it would be wrong to press on with over-hasty decisions without considering all the implications. Full details will be given to the House and decisions which have to be taken will be taken in time to govern the 1968-69 Estimates, as well as subsequent Estimates.

'But I should tell the House this: first, we are not approaching this expenditure review, whether in respect of home or overseas expenditure, on the basis of candle ends, or simply on the basis of minor administrative economies, though we shall not, of course, neglect any opportunities here. Neither are we looking for prospects of under-spending or the shifting of expenditure from one financial year to another. We are bringing under stringent review all major areas of policy, both at home and overseas, where substantial expenditure is involved.

Secondly, no area of expenditure can regarded as sacrosanct for the purposes of the searching examination we are making; no spending commitment whether inherited three years ago, or incurred since.

'Thirdly, it will cover local government expenditure as well as central Government expenditure.

'Fourthly, as I have made clear, the review will cover defence and overseas expenditure as well as home civil expenditure.

'The review as a whole is being related to what is essential in expenditure here at home, and to what is appropriate at a time when we have been, and are, re-assessing Britain's role in the world. This must involve overseas policy.

'In this connection, the Government have completed their examination of the question of the supply of defence equipment to South Africa and have decided that their policy on this matter, namely to conform to the Security Council Resolution of June 18, 1964, remains unchanged.

'I should add that I have the authority of the whole Cabinet categorically to repudiate as inaccurate reported statements about the position taken by the Cabinet as a whole, by a Cabinet Committee which met a week earlier, and also about the position taken by the Prime Minister and other individual Ministers.

'When, next month, the House is given the results of our examination of all the expenditure programmes – and, indeed, throughout the further development of all our policies – I intend to ensure that the totality of decisions taken will be fair as between citizen and citizen; that while everyone must bear burdens the burdens will be fairly shared; and that, while established assumptions and traditional spending commitments will have to be called in question and, in appropriate cases, sacrificed, the questioning and the sacrifices equally will be fairly borne.

'At the end of the day the Government will be responsible for achieving a fair balance, whether of economic or political sacrifice, and submitting it to this House. They will then call on the House to take its full responsibility in endorsing it.'

Discussion on the statement is given in *Hansard* cols. 924-934.

An adjournment debate on the arms embargo was held on December 19.

UNDERSTANDING THE ISRAEL MARKET, *continued*

closer connections between British and Israeli industry in the ways described which would benefit both countries substantially.

Some British suppliers have shied away from trading with Israel because they fear that this might adversely affect their trading relations with Arab countries. There has been a good deal of misconception on this point. Selling as such to Israel does not attract the attention of the 'Arab boycott'; nor, usually, does participation in British export promotion there. It only applies to companies having certain special relationships with Israel, such as manufacturers who establish their own production or grant manufacturing licences, but even in those cases it may not always be enforced, and many countries have succeeded in avoiding any pitfalls.

Israel is a much better market for Britain than its size of population and area would make one believe. We are fortunate in that the diplomatic post in Tel Aviv is manned by capable and energetic people and British industry would do well to remember that the Hebrew Service of the BBC provides an important and effective medium through which they can acquaint Israel of their products. At present our exports to Israel amount to about £50 million yearly. This could be doubled in the next few years if British industry takes the opportunities offered. The advice constantly given to our businessmen by the Board of Trade, BNEC and others is: 'Don't try and export from your desk. Go out and look at the market – you may find opportunities you never dreamed of.' That applies to Israel even more than to many of the better known countries.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Export rebate on pre-devaluation contracts and curtailment of SET premium

THE REVENUE BILL published on December 20 shows how the Government intends giving effect to the Chancellor of the Exchequer's announcement on November 18 that the measures accompanying devaluation would include the abolition of export rebate and the curtailment of SET premium. The Bill also makes special provision for rebate on exports under certain pre-devaluation contracts, in accordance with the Financial Secretary's statement on December 8 in Parliament.

SET

Refunds of SET under the Selective Employment Payments Act of 1966 are unaffected by the Bill, but payments of premium to firms outside the Development Areas will cease and will be replaced by a straight refund of SET, for any contribution week beginning on or after April 1, 1968.

Export rebate

In general, export rebate will cease to be payable on goods exported after March 31, 1968, and on certain goods exported before that date but not sold or hired until after that date (e.g. exports on consignment or plant and machinery supplied subject to acceptance trials before handing over). However, goods which at present qualify for rebate may remain eligible for it if they are exported under contracts of sale or hire made before devaluation on terms which comply with certain conditions in the Bill. The contracts concerned must have been made in writing before November 19, 1967, at prices payable in sterling which were not subject to alteration on a change in the exchange rate or on account of withdrawal of export rebate. The Board of Trade will issue a certificate where they are satisfied that a contract complies with these conditions. Firms with contracts that may qualify should make written application to the Board of Trade for this purpose not later than one month from the date when the Bill receives the Royal Assent.

The Bill contains provisions which, if they are enacted, will empower the Board of Trade where they think fit to accept applications lodged with them before the Bill becomes law and to seek whatever information they need in support of any application. Separate application will be necessary in respect of each individual contract. The Board of Trade will be able to examine applications more rapidly once the Bill becomes law, if any firms who wish to lodge applications meanwhile will use a standard form of application which the Board will make available. A separate form should be used for each contract. Firms can obtain copies of this form by writing to the Board of Trade at the following address, stating how many contracts they wish to be considered: The Export Rebate Certificate Office, Board of Trade, Colman House, Victoria Avenue, Southend-on-Sea, Essex. Supporting evidence will be required later but should not be submitted with the request for application forms.

The Board's Export Rebate Certificate Office at Southend will issue applicants with certificates where appropriate and as soon as possible after the Bill becomes law. Firms should retain these certificates so that they may quote the serial numbers on them in claiming export rebate from HM Customs in the normal way. The certificates will not of themselves confer any entitlement to rebate, the actual payment of which will still be governed by the conditions set out in HM Customs Public Notices 436 and 74 (the latter deals with restrictions on rebate on exports to EFTA countries).

Devaluation abroad

IT WAS announced by the International Monetary Fund on December 11 that it had agreed with the Government of Nepal a devaluation of 24.75 per cent from the previous official exchange rate of the Nepalese rupee (New rate: NR24.3=£1).

Details of other devaluations abroad were given in the *Board of Trade Journal's* issues of December 1 and December 8. Any inquiries should be made to the Export Services Branch, Board of Trade, Room E42, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 478).

Inquiry into post-devaluation price increases

ON DECEMBER 21 the Government ordered an immediate investigation by the Prices and Incomes Board into price increases since devaluation. The joint reference was made by the Minister for Economic Affairs, the President of the Board of Trade, and the Minister of Agriculture.

CONGRATULATIONS ON EXPORT EFFORTS

On behalf of Lord Brown, Minister of State, Board of Trade, Mr. William Wilson, MP for Coventry South, visited the 200-year-old saddlery firm of Middlemores (Coventry) Ltd. to congratulate the directors and workpeople on their sustained export effort. Middlemores began by exporting saddlery for stage coach companies in the 19th century and now export bicycle saddles to 13 major markets throughout the world including the United States, Australia, New Zealand, Japan and East Africa. The picture shows Mr. Wilson inspecting a saddle, with Mr. Vickery and Mr. Vann of Middlemores, on his right and left respectively,

Devaluation and exports

REPRESENTATIVES of the Covered Conductors Association held discussions with the Board of Trade on December 20 about the consequences of devaluation for the British insulated winding wires industry. The discussions dealt with the effect of devaluation on the price of raw materials, the costs of manufacture, the price of products, and the likely consequences on imports and exports of these products. It was agreed that representatives of the association should keep in touch with the Board of Trade on these questions.

BoT meetings with industry following devaluation

BOARD OF TRADE officials have recently visited cutlery and silverware firms in Sheffield and also discussed with the United Kingdom Cutlery and Silverware Manufacturers' Association the effects of devaluation on the cutlery industry with special reference to prices and export prospects.

BNEC 'Action 68' conferences on devaluation

THE BRITISH NATIONAL EXPORT COUNCIL'S series of 'Action 68' conferences to discuss exports in the light of devaluation will take place in London, Birmingham, Bristol, Glasgow, Leeds and Manchester on January 10 and 12. The London conference will be on January 10 at the Hilton Hotel, and the chairman will be Viscount Watkinson, group managing director, Schweppes Ltd.; the Birmingham conference at the Pavilion Suite, Warwickshire CC Ground, on January 10 under the chairmanship of Lord Mancroft, deputy chairman, Cunard Line Ltd.; the Bristol conference at City Hall on January 10, with Mr. Michael Montague, chairman, The Valor Co., as chairman; the Glasgow conference at the Central Hotel on January 12, with Sir Alexander Glen, chairman, H. Clarkson & Co. Ltd., as chairman; the Leeds conference at Bodington Hall on January 10, with the Hon. Marcus Sieff, vice-chairman and joint managing director, Marks & Spencer Ltd., as chairman; and the Manchester one at the Lesser Free Trade Hall on January 10, with Sir Peter Runge, vice-chairman, Tate & Lyle Ltd., as chairman.

Further details from BNEC, 6-14 Dean Farrar Street, London, S.W.1.

President is new EFTA Chairman

MR. ANTHONY CROSLAND, President of the Board of Trade, has issued the following statement:

'It gives me very great pleasure to take office on January 1, 1968, as Chairman of the EFTA Council, when the Association enters upon its eighth year of life. For seven years now EFTA has been quietly getting on with its tasks and proving itself to be one of the most successful economic experiments of all time.

'A year ago we celebrated the virtual completion, three years ahead of schedule, of a free market among the seven members. The Finefta Association began later in time and today we can now celebrate the completion of free trade between Finland and the other members. This is a remarkable achievement of which we are all very proud.

'The elimination of tariffs is, of course, a most important matter but tariffs are not the only impediment to trade. It is therefore natural that EFTA should be devoting more effort now to the elimination of non-tariff barriers and the rationalization of compulsory technical requirements. I hope that this important work will be carried forward in the coming year.

'But the creation of a free trade area among its members was not the only purpose of EFTA. From its inception, the Association has been dedicated to the achievement of economic integration in Europe. This has always been a fundamental objective of EFTA.

'During my period of office I shall strive, with the help of my EFTA colleagues, to further the cause of integrating the European economy. At the same time I shall do everything I can to encourage the work going on within EFTA which is not only important for the Association, but can itself make a great contribution towards European unity.'

The Faroes and EFTA

A DECLARATION was made by the Danish Government on December 13 which has the effect, under Article 43 of the Stockholm Convention, of including the Faroe Islands in the Area of the European Free Trade Association as from January 1, 1968.

The European Free Trade Association (Faroe Islands) Order, 1967 S.I. 1967 No. 1926) published on December 29, 1967 accordingly makes provision for the Faroe Islands to be treated as part of the EFTA Area for the purpose of imports into the United Kingdom. From January 1, 1968, therefore, when the Order comes into operation, Faroe Islands goods will on importation into the United Kingdom be treated for tariff purposes in the same way as the goods of the other EFTA countries, and materials of Faroe Islands origin embodied in goods imported from other EFTA countries will help to qualify these goods for EFTA rates of duty. Copies of the Order are available from HMSO at price 3d. (by post 6d.).

To help the diversification of the economy of the Faroe Islands, EFTA countries have agreed that the protective element in Faroe Islands' import duties on those goods to which the EFTA Convention applies should be withdrawn in stages over a period of five years up to December 31, 1972.

Inquiries about this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2301, 2302), quoting reference No. CRE 12112/G.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

EFTA tariff changes

THE NEW YEAR will bring tariff cuts by four EFTA countries: Finland, Norway, Austria and Switzerland. Finland will remove its remaining protective tariffs and quotas on imports from EFTA on December 31, while Norway will make a further 10 per cent cut in tariffs on the few industrial products not already duty-free for imports from EFTA. And on January 1 Austria and Switzerland will be among the countries putting into force the first instalment of world-wide tariff reductions agreed in the Kennedy Round negotiations.

Finland

Finland will remove its last tariffs and quotas on goods of EFTA origin on December 31. These final reductions bring Finland fully into the free trade area, aligning it with its seven EFTA partners who completed their main schedule of tariff and quota dismantling a year ago.

Finland, an associate member of the European Free Trade Association, started removing tariffs on goods of EFTA origin only in July 1961, one year after the first tariff cuts were made among the group's full members. In abolishing, on schedule, the final 10 per cent of duties on December 31 Finland has thus, like its partners, carried through the process of tariff dismantling in just six and a half years – three years less than originally agreed when the Finland-EFTA Agreement was signed in 1961. In addition, Finland is abolishing the remaining tariffs on a short list of goods specified in Annex I to this Agreement. Finland had been authorized to keep residual duties on these goods, which compete with the products of some especially vulnerable Finnish industries, until the end of 1969. However, it decided, following the devaluation of the Finnish markka in October 1967, that this extra period of protection was no longer justifiable.

Norway

Norway, which completed the main schedule of tariff dismantling on December 31, 1966, was also permitted to retain residual duties on a very short list of especially 'sensitive' products. It will cut these duties by a further 10 per cent on December 31, bringing them to just 20 per cent of their original level. Two final reductions, each of 10 per cent, will be made at the end of 1968 and 1969.

No change for Portugal

The only other protective duties still charged within the free trade area on imports of industrial goods of EFTA origin are those retained by Portugal on products competing with her comparatively undeveloped industries. These duties now stand at 60 per cent of their original level: the next 10 per cent cut will be made at the end of 1969, and the remaining 50 per cent is to be abolished by 1980.

First Kennedy Round tariff cuts

EFTA countries are also among those which, on January 1, 1968, will make the first world-wide tariff cuts in accordance with the Kennedy Round agreement reached last summer. Of the seven EFTA countries which participated in the 'linear' negotiations in the GATT, Austria and Switzerland will put into effect on January 1 one-fifth of the reduction which they have agreed to make over the coming five years. The other EFTA nations concerned – Denmark, Finland, Norway, Sweden and the United Kingdom – are following, with the European Economic Community and some other countries, a different schedule: they will make a two-fifths reduction on July 1, 1968, thus combining those that would otherwise have been made on January 1, 1968 and January 1, 1969. In addition to these general reductions in accordance with the Kennedy Round agreement, most EFTA countries are making, or have already made, ahead-of-schedule cuts in tariffs on many products which are of special interest to exporters in the less-developed countries.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Britain's application for EEC membership — Minister's communique

THE FOLLOWING is the text of the communique issued in Brussels on December 19 after the European Economic Community's Council of Minister's discussions on the applications for membership of the Community of Britain, Denmark, Norway and Ireland:

'1. Considering the objectives laid down in the preamble to the Treaty of Rome, and considering the tasks falling to the member states pursuant to Article 5, which provides that they shall abstain from any measures which could jeopardize the attainment of the objectives of the Treaty, the Council of the European Communities, meeting at Brussels on December 19, 1967, noted that no member state has raised any fundamental objection to the enlargement of the Communities. When noting this fact, the Council assumed that the new member states would fully accept he Treaties and the decisions adopted by the Community.

'One member state, however, expressed the opinion that this enlargement would profoundly alter the nature of the Communities, and the methods of administering them.

'2. All the member states were of the opinion that the restoration of Great Britain's economic and monetary situation is of fundamental importance to the question of its accession. Several member states, while fully in favour of re-establishing Great Britain's economic equilibrium, do not think that the British economy must necessarily be completely re-established at the moment of accession.

'3. All the member states recognized that, particularly since November 18, 1967, Great Britain has put into operation measures intended to consolidate its economic financial and monetary situation. All the member states noted that the process of re-establishing the British economy will take a certain time.

'4. The Commission expressed the opinion that it would be advisable to open negotiations in the most appropriate form with the states which have presented requests for accession, in order to undertake the necessary further examination of the problems pointed out in its opinion of September 29, 1967, addressed to the Council, and to examine whether solutions exist which make it possible to satisfy the conditions necessary for ensuring the cohesion and vitality indispensable to an enlarged Community.

'5. Five member states agreed with the Commission's point of view.

'They expressed their desire for the immediate opening of negotiations for the accession of Great Britain, Denmark, Ireland and Norway, so that these negotiations might be undertaken in parallel with the re-establishment of Great Britain's economic situation.

'One member state considered that the re-establishment of the British economy must be completed before Great Britain's request can be reconsidered.

'6. For this reason, there was no agreement in the Council at this stage on the next step to be taken.

'The President of the Council was instructed to inform the countries in question accordingly.

'7. The requests for accession presented by the United Kingdom, Ireland, Denmark and Norway, and also the letter from the Swedish Government, remain on the Council's agenda.'

Foreign Secretary's statement on Britain's application to join EEC

IN A STATEMENT on Britain's application to join the European Economic Community, Mr. George Brown, the Foreign Secretary, said in Parliament on December 20:

'The Prime Minister said in this House some weeks ago that if contrary to our hopes and the hopes of most people in Europe a veto were to be imposed we should still regard ourselves as committed to our main purpose in Europe. I re-affirm that today.

'We continue to believe that the long term interests of this country and of Europe require that we should become a member of the European Community.'

Mr. Brown continued: 'The communique issued after yesterday's meeting of the Community Council of Ministers made clear that our application as well as those of other countries remain on the agenda of the Council of Ministers. We in turn confirm that our application stands. We do not intend to withdraw it.

'We now propose to enter into consultations with those five members of the European Community which supported the Commission's view that negotiations should be started at an early stage.

'We shall also be in the closest touch with members of the European Free Trade Association and the Irish Republic. We are by no means the only country whose hopes of progress towards a genuine European Unity have been temporarily disappointed.

'We for our part, want to see the links between us forged as strongly as possible, but we cannot expose ourselves to any further vetoes on the part of President de Gaulle.

'As regards our relations with France, while we shall not indulge in any peevish or petty reaction to the present situation, it would be idle to pretend that what has happened is not a grave blow to our mutual relationship.

'We think the attitude taken by the French Government represents a false view of the future of our continent of Europe.'

Mr. Brown went on: 'We think it contains a deplorable number of mistaken ideas about the realities of the various questions at issue.

'We question its motivation but I think it important to stress this is not an Anglo-French affair, this is a matter for Europe.

'We regret of course that Europe has been held back temporarily from achieving the unity which it now aspires to.

'But it is just because time and events in this technological age are running against Europe that we do not intend as a result of this temporary check to abandon all work along the road.'

Exports - 'Get up and Go'

MR. LESLIE A. W. JENKINS, deputy chairman, British National Export Council, speaking to the Marketing Society in London on December 19, 1967, said that following devaluation 'it is emphatically a "Get up and go" period for exporters. Here we are with a new pound, a new Chancellor and our national short term finances in the hands of moneylenders. Action is urgent.'

Mr. Jenkins continued: 'And don't let us fool ourselves, devaluation by itself does not guarantee an export boom – it only gives us a brief breathing space and a chance to achieve it. Without the proper mix of the other ingredients to successful trading it will not put the economy right.

'Nor is our problem made any easier when we realize that our current record can still stand comparison with anyone. For in almost every vital sector the statistics of our national health attest our strength.

'To give only a few: our exports and re-exports last year totalled over £5,000 million, or some £93 per head; one of the highest figures for any country in the world. Again in our net private invisible earnings, at £549 million we get second place after the United States. And all that achievement backed with overseas assets of something like £11,000 million.

'And, on the other side, unfortunately for our balance of payments, do not let us forget that we are the world's third largest customer.

'How does devaluation help?' said Mr. Jenkins. 'On the face of it there is, especially in the capital goods field, an obvious advantage to the extent that it makes us more competitive. But, if we are not going to throw away some of that gain, it is surely essential that we keep in mind the object of the exercise – the need to put our balance of payments right.

'If manufacturers are slow to appreciate this fact, and time is not on our side, they may well through ill understood pricing policies, pass on much of the advantage of devalution to foreign buyers; who certainly in any case won't be slow to press their claims to part of the margins gained.

'For in simple terms, since our pound is worth less abroad, even to remain where we were before devaluation, we must as a nation either export the greater equivalent volume of goods at the same sterling price or, for the same volume, increase sterling prices sufficiently to reurn the same amount of foreign exchange as formerly.

'That is the basic need and therefore unless individually and collectively we do better than that devalution has failed.'

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

New Second Permanent Secretary appointment to BoT

IT WAS ANNOUNCED from 10 Downing Street on December 20 that the Prime Minister, with the agreement of the Chancellor of the Exchequer and the President of the Board of Trade, has approved the appointment of Mr. D. R. Serpell, CB, CMG, OBE, at present Second Permanent Secretary in the Board of Trade, to be an additional Second Secretary at the Treasury; and of Mr. C. M. P. Brown, CB, CMG, at present a Second Secretary in the Board of Trade, to succeed him as Second Permanent Secretary. These appointments will take effect early in January.

Biographical Notes:

Mr. Serpell, who is 56, was educated at Plymouth College, Exeter College, Oxford and abroad. Entered the Ministry of Food 1939. Transferred to the Ministry of Fuel and Power 1942, and to the Treasury 1945. Assistant Secretary 1948. Under Secretary 1954. Deputy Secretary in the Ministry of Transport 1960. Second Secretary in the Board of Trade 1963; Second Permanent Secretary 1966.

Mr. Brown, who is 53, was educated at Wanganui College and Victoria University, New Zealand, and Clare College, Cambridge. Entered the Board of Trade 1941. Assistant Secretary 1948 (Principal Private Secretary to the President 1946-49). On loan to Monopolies Commission, 1951-55. Counsellor (Commercial), Washington, 1955-57. Under Secretary 1962. Second Secretary 1964.

Monopolies Commission's report on the supply of films for exhibition in cinemas

ANSWERING A Parliamentary Question on December 19, Mr. Anthony Crosland, President of the Board of Trade, announced that he had approved terms of reference for the Film Industry Trade Disputes Committee and Appeal Tribunal.

The President's answer was as follows:

'Yes, I have now approved terms of reference for the Trade Disputes Committee and the Appeal Tribunal to which my predecessor referred in his statement of June 8. I am placing a copy of these terms of reference in the library of the House. An announcement about the chairman of the Appeal Tribunal will be made shortly.'

Notes:

The reference to the Monopolies Commission was made on September 23, 1964, and the report published on October 31, 1966.

The commission found that monopoly conditions did prevail and operated contrary to the public interest.

Answering a Parliamentary Question on June 8, 1967, the then President of the Board of Trade announced that he had reached agreement with the film industry on the voluntary implementation of the Monopolies Commission's Report. The President's answer was as follows:

'As a result of the discussions which my department have had with representatives of all the interested parties the industry has made proposals for implementation of the Monopolies Commission's report. I have accepted these proposals.

I have received assurances from the Rank Organisation and from the Associated British Picture Corporation that they will extend the practice of flexible booking, that is of giving trial runs to films whose commercial worth is in dispute and of giving partial circuit bookings to films which appeal only to a limited audience. The exhibitors' associations have also agreed to recommend their members to adopt a flexible attitude to the booking of films.

The industry are establishing a Trade Disputes Committee and an Appeal Tribunal to deal with disputes over the allocation of films. Any exhibitor in the industry, including one who proposes to build or open a new cinema, will be able to use this machinery. The Trade Disputes Committee will consist of four distributors and four exhibitors whose decision has to be unanimous. In the event of disagreement, the Appeal Tribunal will adjudicate on the matter. It will have a permanent, independent chairman appointed by the industry in consultation with me, and he alone will have the right of decision, the industry's representatives acting only as advisers. I believe that this system will work satisfactorily. If it does not, the need for competitive bidding for individual films will be reconsidered.

The Rank Organisation have undertaken to show their documentary film "Look at Life" in their cinemas for not more than 39 weeks each year instead of the present 52. In the remaining 13 weeks they would book other documentary and short films on their merits, for showing on their circuit, subject to normal commercial considerations.

The industry have agreed that no cinema will operate a bar on a 35 mm. film for more than four weeks after starting to show the film. In the case of 70 mm. films, a maximum bar of 16 weeks will apply in an existing situation. As the commission recommended, distributors will remain free to determine the length of a run in the light of their assessment of the commercial advantage. The Board of Trade will keep under regular review the arrangements for settling disputes over time and distance bars.

The Kinematograph Renters' Society have agreed that the hire of any film should not be made conditional upon the acceptance of other films.

The Kinematograph Renters' Society have also undertaken to rescind the three recommendations which the commission proposed that they should rescind.

The industry's intentions are explained in greater detail in a document which I am placing in the library of the House. I am satisfied that this settlement should go a long way to improve competitive conditions in the film industry and I welcome the spirit in which the various sections of the industry have collaborated in reaching it.

I shall keep the whole situation under review in order to see that the desired effects are achieved. If it appears after a reasonable interval that they are not, I shall not hesitate to discuss the matter with the industry again and to take further actions as I consider necessary.'

Copies of the report ('Films: A Report on the Supply of Films for Exhibition in Cinemas, October 1966') are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9s., or by post from HMSO, PO Box 569, London, S.E.1, price 9s. 9d.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

London and Edinburgh Insurance Co. Ltd. and Stewart, Smith & Co. Ltd.

Hotel Loans Scheme extended

IN THE COURSE of an Adjournment Debate on the tourist industry in the House of Commons on December 21, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, announced that the Hotel Loans Scheme is being extended for a further three months as an interim measure to help the hotel trade while the Government is looking into the whole question of investment in hotels.

For new hotels the maximum period allowable for repayment has been increased to 20 years.

Applications for loans under the Scheme will continue to be considered provided that they are received at the Board of Trade by March 31, 1968.

Note:

Forms for applying for loans under the Scheme are obtainable from the Assistant Secretary, Industries and Manufacturers Division 2, Board of Trade, 1 Victoria Street, London, S.W.1.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 1675 of this issue.)*

Unregistered companies

THE COMPANIES (Unregistered Companies) Regulations 1967 published on December 20, came into operation on December 21 and supersede the Companies (Unregistered Companies) Regulations 1953. They continue the application of the sections of the Companies Act 1948 hitherto applied to unregistered companies and apply to such companies certain sections, relating to annual return, accounts and audit, of the Companies Act 1967.

Copies of the regulations (SI 1967 No. 1876) can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 6d. or 9d. by post).

Purchase Tax—Drugs and Medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17 (3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 7) Direction 1967 which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from December 19, 1967, is to make the following additions to the entries contained in the Schedule to the Purchase Tax (No. 1) Order 1967.

To Head II of the Schedule

Emepronium bromide;

2,4,6-tribromo-3-hydroxytoluene, mixed with salicylic acid, prepared for veterinary use;

To Head III of the Schedule

Ethyl 6-decyloxy-7-ethoxy-4-hydroxyquinoline-3-carboxylate, prepared for veterinary use;

Methyl 7-benzyloxy-6-butyl-4-oxo-1,4-dihydroquinoline-3-carboxylate, prepared for veterinary use;

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Origin marks on pre-packed cuts of imported meat

AN ORDER in Council, the Merchandise Marks (Imported Goods) No. 7 Order, 1934, Amendment Order, 1967, to change the requirements for marks of origin of pre-packed cuts of imported meat was made on December 20, 1967, and comes into operation on March 20, 1968. The recommendations of the Standing Committee in their report, published on October 26, 1965, have been embodied in this order.

Copies of the order price 6d. (by post 9d.) and the Standing Committee's Report on Pre-packed Cuts of Imported Meat (Cmnd. 2788), price 1s. 3d. (by post 1s. 6d.) may be obtained from HMSO, Atlantic House, 49 High Holborn, London, E.C.1, and branches, or through any bookseller.

ECGD's Newcastle upon Tyne office moves

THE NEWCASTLE-UPON-TYNE office of the Export Credits Guarantee Department has moved to 2 Osborne Road, Newcastle-upon-Tyne, 2. The telephone number is now Newcastle-upon-Tyne 814214 (STD dialling code 0632 814214).

Mr. Sidney Greene appointed to ECGD Advisory Council

THE EXPORT Credits Guarantee Department announces that the President of the Board of Trade has appointed Mr. Sidney Greene to the Department's Advisory Council to replace Lord Douglass, former chairman of the TUC, who resigned from the Council upon his retirement in September.

Mr. Greene has been general secretary of the National Union of Railwaymen and a member of the TUC General Council since 1957. He is also a member of the National Economic Development Council.

Duke of Edinburgh to be BIM's Honorary President

THE Duke of Edinburgh has accepted an invitation from the British Institute of Management to become its Honorary President in 1968, the year of the Institute's twenty-first anniversary.

Negotiations are now well advanced for BIM to lease a new office block in Parker Street, Kingsway, W.C.2.

It is hoped that the move to the new headquarters, to be called Management House, will take place in the early spring of 1968.

BTA appoint new secretary to Board

MR. CAMPBELL HOPCROFT has been appointed Secretary to the Board of the British Travel Association. He succeeds Mr. W. R. Coombe, who has taken over the duties of Administrative Officer to the Association.

New chief executive for BNEC Export Council for Europe

MR. J. F. PARR has taken over as chief executive of BNEC Export Council for Europe in succession to Mr. James Hadley, who is returning to industry.

Mr. Parr, who is 44 years of age, has since 1963 been head of the West European Department of the Confederation of British Industry. He originally joined the FBI in its Cologne office in 1959, and is a fluent German speaker. During the war he served with the RAF and subsequently with the Control Commission for Germany. After that he returned to the United Kingdom and worked for a time on the sales side of a London manufacturing company and then with a City firm of import-export merchants. In 1954 he returned to Germany as Commercial Officer at the British Consulate-General in Düsseldorf.

During his time with the CBI, Mr. Parr has been closely in touch with the Export Council for Europe. In particular, he gave valuable advice and support to the first major British Week, which was held in Düsseldorf in 1964 and so is well acquainted with this form of export promotion, which is one of ECE's most important activities.

New member for BNEC USA

LORD MANCROFT, chairman of BNEC, United States, announced on December 14 the appointment of Commander Henry Pasley-Tyler, RN retired, as a member of the BNEC United States Committee.

He has played a major part in the growth of Elliott-Automation, which became part of the English Electric Company in August 1967. He has had a special responsibility for the company's activities in the field of aviation, defence equipment, communications and computers largely centred on the Group's Establishment at Borehamwood. This was little more than a research laboratory, with approximately 300 employees, when Commander Pasley-Tyler took over. It now has 450,000 square feet of floor space, houses 15 divisions and research laboratories and employs nearly 4,000 people.

In addition to his responsibilities as a director and group general manager of Elliott-Automation (he joined the board in 1963), Commander Pasley-Tyler is a director of Elliott Brothers (London) Limited, chairman of Elliott Flight Automation Limited, of Elliott-Automation Radar Systems Limited and of Elliott Space and Weapon Automation Limited and a director of Elliott-Automation Computers Limited and of Elliott-Automation Microelectronics Limited.

ECGD guarantees £7.7m loan for Chile

THE EXPORT Credits Guarantee Department has signed a financial guarantee covering the financing of a complete pulp mill worth £8.6 million. The contract is between the Industrias de Celulosa Arauco SA of Chile and Parsons and Whittemore Lyddon Limited.

The £7.75 million loan to finance the contract has been arranged by Hill, Samuel and Co., acting on behalf of a consortium of British banks, and is repayable over 13 years.

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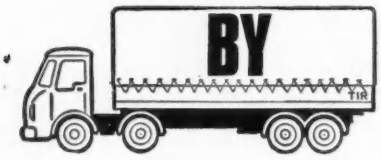

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Information from Patents

THE PATENT OFFICE is now dealing with some 50,000 inventions a year and it is important that information on these should be readily accessible to others working in the same fields so as to avoid the wastage of time and money. 'Information from Patents' – pamphlet giving details of Patent Office publications and the information services available has now been published. Copies of the pamphlet free of charge and further details can be obtained from Sale Branch, Patent Office, Block 'C', Station Square House, St. Mary Cray, Kent (Tel. Orpington 32111).

"What is Giro?"

A FILM to help the smaller businessman understand what National Giro is about and what advantages he will get from using it when it starts in the autumn of next year has been made for the Post Office.

Primarily intended for trade and commercial audiences, this film will also be of interest to graphic designers, artists, and film students.

How to save £500 m. a year

'BRITISH INDUSTRY could make a saving of at least £500 million a year by using existing knowledge to cut down the wastage and damage caused by faulty lubrication practice, unnecessary wear and high friction.' This is the opening statement in the first Tribology Progress feature in the December issue of *New Technology*, the magazine published monthly by the Ministry of Technology with the co-operation of the Central Office of Information.

New Technology is distributed free to management in industry, commerce and finance in the engineering, scientific and educational fields. Copies may be obtained by applying to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. Waterloo 2345, Ext. 414).

PIB report on engineering pay and conditions of service

THE NATIONAL BOARD for Prices and Incomes published Report No. 49 (Pay and Conditions of Service of Engineering Workers (First Report on the Engineering Industry)) on December 19, 1967.

Consumer Council watch on prices

'THE CONSUMER COUNCIL is going to keep an eye on prices,' said Miss Elizabeth Ackroyd, director of the Consumer Council, on December 15. 'Shoppers expect someone to put their interests first and to report without fear or favour just what is happening in Britain's High Streets. The Consumer Council, at its meeting decided to mount a price-checking survey. This will involve checks in shops throughout the country. And the Council will monitor suppliers' announced price increases across a wide range of products from food to clothes, domestic appliances to toothpaste. Services, too, will be included and we shall not confine our checks to products that appear on official price indices.'

Because pre-Christmas prices are so untypical, the Consumer Council has said that it will not be issuing a report before January, but it is starting at once on its price check and setting up the intelligence network that will be needed.

Westminster Chamber of Commerce mission to United States

A REPORT on the trade mission organized by the City of Westminster Chamber of Commerce, published in the *Board of Trade Journal* of December 8, 1967, page 1453, stated that the group was led by Mr. Peter Drew, chairman of Grampion Dress Ltd. It has been pointed out to us that the leader of the mission was in fact Mr. Peter Dew, chairman of Grampian Press Ltd.

Visits by British Overseas Commercial Representatives during the period January to March 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

CANADA Winnipeg	J. W. S. CORBETT, DSO Trade Commissioner and Head of Post	February/March 1968	In present post since 1966
ITALY Rome	D. A. HAMLEY First Secretary (Commercial)	March 1968	In present post since 1965
NIGERIA Lagos	E. BENNETT Second Secretary (Commercial)	February 1968	In present post since 1965

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate Office for Northern Ireland, are listed on page 1675 of this week's issue). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Mission to Australia

A NINE-MAN marine equipment mission, mounted by the British Marine Equipment Council and supported by the British National Export Council, has returned to the United Kingdom from an intensive sales tour of Australia. Leader of the team, Mr. Iain Robertson, marine manager of AEI, said on his return : 'Australia is an immensely valuable market for British marine equipment and it would be disastrous if it was disregarded now.'

One of the chief objects of the BNEC group visit was the first-hand investigation into the possibilities of increasing the sales of British marine equipment in the growing Australian shipbuilding market. Commenting on this Mr. Robertson said: 'Although the throughput of new buildings is comparatively small it is a growth industry and one which must not be ignored if British exports are going to grow with it. Our equipment is good, technically competitive, and our prices are about right. With drive at all levels, we shall win – and not only in Australia.'

The group's itinerary took in visits to Sydney, Newcastle, Brisbane, Maryborough, Bundaberg, Melbourne, Adelaide, Whyalla and Perth. Receptions were held for leading marine figures in Sydney, Brisbane and Melbourne, and during the tour group and individual discussions were held with shipowners, shipbuilders, representatives of Commonwealth and State government and semi-government bodies, and others.

Hospital equipment mission to Italy

REPRESENTATIVES OF 14 British firms manufacturing a wide variety of hospital equipment made a successful visit to Italy at the end of November. The mission was sponsored by the British Hospitals Export Council, Ministry of Health and the British National Export Council who gave financial assistance. The mission was led by Mr. C. F. Rapaport the president of the British Surgical Trades Association.

This mission, the first of its kind to Italy, followed the visit of Italian hospital officials to Britain in June. The British mission was based mainly at Rome and Milan with visits by individual members to other cities in Northern Italy.

Orders were obtained and the definite interest shown in various items of hospital equipment indicates that there is a large potential market for British hospital equipment in Italy.

British pottery selling mission to North America

THE DIRECTOR of the British Pottery Manufacturers' Federation, Mr. Sam H. Jerrett, is heading a mission of 16 manufacturers of earthenware and bone china tableware to the United States of America and Canada from January 5-26, 1968.

Mission to Mexico

THE MEMBERS of the Birmingham Chamber of Commerce Trade Mission to Mexico, the first to go overseas since devaluation, have now returned to this country after a successful visit.

Orders taken during the two-week visit totalled almost £50,000 and further orders are expected to follow of £330,000. Mr. F. E. Mills, joint managing director of British Industrial Plastics, who led the mission, said: 'We were pleasantly surprised at these results. The emphasis of the mission was on capital goods, a field in which business is normally only concluded after a fairly long period of negotiation. The fact that we appear to have the promise of a reasonably large volume of orders is therefore very encouraging. The pace of development in Mexico and the generally very favourable business climate should mean that the firms represented can expect continuing trade in future years, provided that they continue to push their products energetically.

'The effects of devaluation were naturally very much to the fore in the minds of Mexican businessmen and pressmen. We were able to point out that they would now be getting better value for their money when buying from Britain, although not to the full extent of 14.3 per cent, and this probably had some influence on the level of orders taken. In general, the members were able to quote more competitive prices.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

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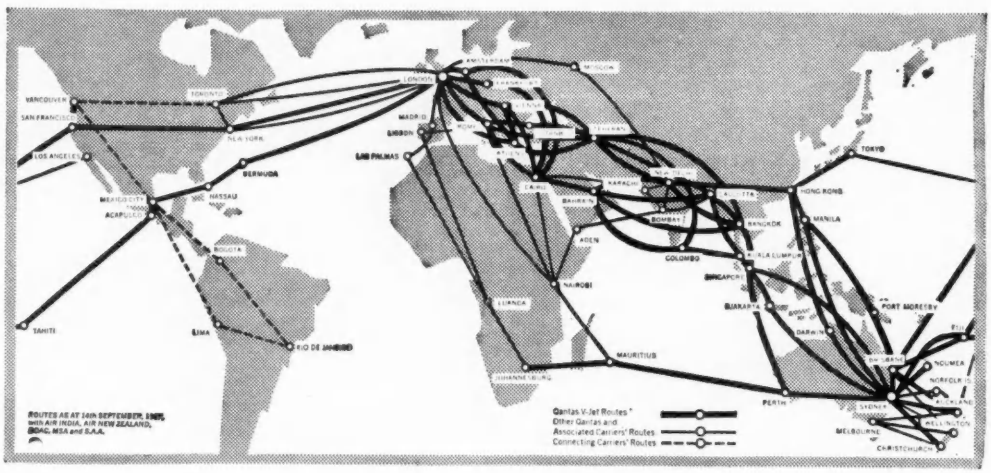

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Aviation and Shipping

Prices of air charter holiday tours

ASKED IN PARLIAMENT on December 21 whether he had now reached a decision on the minimum prices of those charter inclusive tour holidays by air which are governed by provision I of British Operators' Service licences, Mr. Anthony Crosland, President of the Board of Trade, replied:

'After consultation with air operators and representatives of the travel trade, I have decided that the minimum prices of charter inclusive tour holidays by air, which are governed by Provision I in the relevant air service licences, should be allowed to remain at their pre-devaluation levels so far as destinations in Europe, Morocco, Algeria and Tunisia are concerned, during the coming summer season from April 1 to October 31, 1968. The Board of Trade have accordingly approved an alternative tariff, under the terms of Provision I, having this effect. This does not, however, affect the charges for inclusive tours on scheduled services operated by the airlines which are members of the International Air Transport Association, and which are bound by the relevant IATA resolutions.

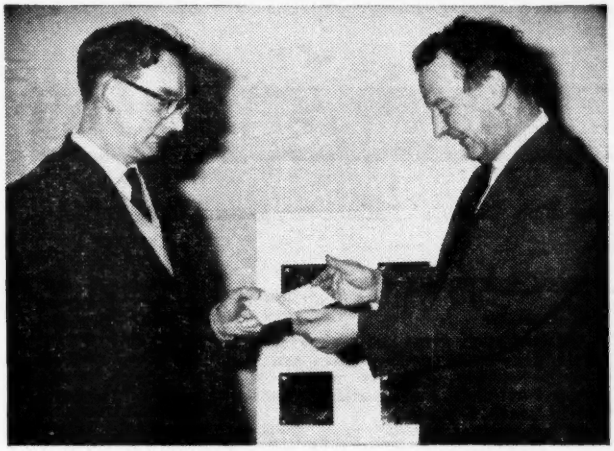
'I propose for the future to make a thorough review of the basis on which the prices of charter inclusive tours are determined.'

Airframe industry merger

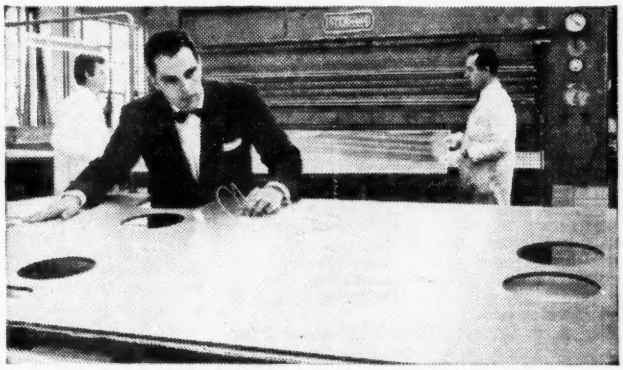
THE FOLLOWING is the text of a written question and answer given in the House of Commons on December 15.

The Minister of Technology was asked what progress had been made on negotiations for a merger in the airframe industry.

Mr. Anthony Wedgwood Benn replied: 'Following devaluation, the Government are conducting a re-examination of their existing policies in a number of fields. It will therefore not be possible for the time being to proceed with the negotiations to implement the policy announced last year. I have so informed the British Aircraft Corporation and the Hawker Siddeley Group. I should like to reiterate, however, that in the Government's view a merger of the aviation interests of these two companies is desirable.'



A cheque for £500 was presented to Mr. Kenneth Lockhart Richardson (left) by Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, in recognition of his suggestion which has led to improvements in the performance of radar displays used by air traffic controllers (see last week's Journal, page 1596). Mr. Richardson is a technical systems supervisor in the Board of Trade's National Air Traffic Control Service. He works at the London Air Traffic Control Centre, London Airport.



A British design engineer has captured a series of large dollar orders from the giant Boeing Corporation of Seattle. Mr. Robert Clark, who works for the BTR Industries engineering group, has just flown back from the United States with a contract for eight sets of a newly-developed, electrically-heated type of aircraft flooring. The picture shows Mr. Clarke, with a completed flooring panel for a Boeing 707 airliner, at the Camberley, Surrey, aviation factory of BTR Industries Limited.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade, It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times*

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HMSO

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, DECEMBER 18

Welsh factories

Asked how many firms had set up factories in Wales since 1964; and how many men and women respectively, did they employ. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied:

'The information in the exact form in which it is requested is not available. However, we do know that from January 1, 1965 to date over 50 firms not previously operating in Wales have established themselves there and are still in production; they provide employment for about 2,900 men and 1,400 women. These figures take no account of additional employment provided by the expansion of firms who were established in Wales before January 1, 1965.

BOAC air fares

Two questions were asked on rises in fares by BOAC.

One was on whether he was aware that notwithstanding the Governmen's policy the British Overseas Airways Corporation had increased air fares to Commonwealth countries on the grounds of devaluation in the case of those passengers, who booked and paid for their ticket before devaluation; and what action he proposed to take in these cases. The other was on whether he was aware that it was the policy of British Overseas Airways Corporation to demand additional payment from passengers who bought and paid for their tickets before devaluation but had not yet undertaken their flights; and whether this was in accordance with the Government's prices and incomes policy.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'I would refer the hon. Gentlemen to the answer my rt. hon. Friend gave on December 12 to my rt. hon. Friend the Member for St. Helens, in which he announced his approval of the Resolutions of the International Air Transport Association introducing modifications in international air tariffs in the light of the situation following devaluation. These Resolutions apply to independent Commonwealth, as well as to other, countries.

'The airline routes between this country and dependent territories form, in general, part of a network of international trunk routes and the cabotage fares therefore have to be closely related to the international fares. While a detailed revision of the cabotage tariff as a whole has not yet been completed my rt. hon. Friend has approved the consequential increases in fares on cabotage routes between this country and certain dependent territories.

'I am assured that BOAC have not charged any air fares, since devaluation, which are not covered by the appropriate Government approvals. No immediate action is therefore called for; we shall issue the new cabotage tariff as soon as possible.

Duty on imported gliders

A member asked how many applications for remission of duty on imported gliders had been granted under paragraph 3 of the Fourth Schedule to the Import Duties Act 1958 during the past 12 months.

Mrs. Dunwoody replied: 'Directions to remit import duty on gliders under paragraph 3 of the Fourth Schedule of the Import Duties Act, 1958 have been made in respect of 36 applications received in the 12 months up to November 30, 1967. The applications covered the import of 45 gliders in all.

TUESDAY, DECEMBER 19

Sulphur supplies

A Member asked what progress had been made towards having indigenous supplies of sulphur.

Mr. George Darling, Minister of State, Board of Trade, replied: 'Sulphur in the form of ammonium sulphate and other by-products is already recovered from gas works and coke oven plants. The Central Electricity Generating Board have been following a promising line of research into the recovery of sulphur from flue gases and are considering the building of a pilot plant in a power station in the North-east to carry out full scale tests.'

Potash beds

Questioned on what plans she had for the exploitation of deep potash beds off the North-east coast, Mrs. Gwyneth Dunwoody said: 'The Government are reviewing the utilization of the natural resources of the United Kingdom, including potash, and considering how they might be more effectively exploited. Industrial companies are currently exploring potash deposits at various sites in East Yorkshire.'

Rear-facing airline seats

Two questions were asked on the above subject. One was on whether he was satisfied that rear-facing seats in airliners were safer than forward-facing ones; and whether he would make a statement. The other was whether he would take steps to provide that all new airliners in future had their seats facing rearwards.

Mr. Mallalieu replied: 'It is considered that in certain circumstances rearward-facing seats could provide superior protection to passengers but there is insufficient evidence to justify making such seating mandatory on United Kingdom registered aircraft. The matter is being kept under review.'

Scottish Civil aviation

Asked if he would publish a White Paper on the development of civil aviation in Scotland and state whether the Government had yet defined the roles of, and the services and air traffic to be allocated between, Prestwick and Glasgow airports, Mr. Mallalieu said: 'As regards the first part of the question it would be best to await the report and recommendations of the Edwards Committee. As regards the second part I appreciate that some clarification of the respective roles of the two airports would be helpful and I hope that it will be possible to give some guidance soon.'

Independent airlines

The same Member asked why he turned down the recommendation of the Air Transport Licensing Board to allow the independent airlines to operate services for which no traffic rights exists at present, unless the applications were amended to delete reference to airports in the United Kingdom except London; and what effect this refusal would have on Prestwick Airport.

Mr. Mallalieu replied: 'The Air Transport Licensing Board has made no such recommendations. Under the powers in Section 2(3) of the Civil Aviation (Licensing) Act 1960, the Board of Trade have directed the Licensing Board to refuse without hearing certain applications or parts of applications for air service licences to operate transatlantic services which would, in the Board's opinion, involve the negotiation with other governments of traffic rights which it would be inexpedient for the time being to seek. The directions derive solely from this consideration, and are not related to the United Kingdom airports mentioned in the applications. The effect of the directions on Prestwick is to cause one application (which related equally to Manchester and London) to fall in total and two others to fall in part, one of which has since been withdrawn. The remaining applications or parts of applications relating to Prestwick stand and will be heard, unless withdrawn by the applicants.'

Glasgow airport

Questioned on whether he would take action on the failure of the British Airports Authority and the Glasgow Corporation to reach agreement to adjust the names of Prestwick Airport, internationally known as Glasgow Airport, and the municipal airport at Abbotsinch, known as Glasgow Airport, to remove the confusion caused to overseas passengers and travel agencies which is impeding the development of the tourist industry in Scotland. Mr. Mallalieu replied:

'I have seen no evidence that airline passengers are having difficulties over the names of these two airports, but insofar as any confusion does exist, this could best be dissipated by airlines and travel agencies making the distinction clear to their clients. The official names – recognized internationally – are Prestwick and Glasgow.'

Overseas advertising

In reply to a question on what steps were being taken by HM Government to enable the British Travel Association to continue its advertising campaigns overseas at the level formerly planned notwithstanding the effects of devaluation, Mr. Mallalieu said:

'Consideration is now being given to the effects of devaluation on the overseas activities of the British Travel Association.'

Cellulose fibres

Mr. Anthony Crosland, President of the Board of Trade, was asked whether he had received the Report of the Monopolies Commission on the supply of man-made cellulosic fibres; and when it would be available to Parliament.

Mr. Anthony Crosland replied: 'I received the Monopolies Commission's report on the supply of man-made cellulosic fibres on December 13. It will be laid before Parliament and published as soon as possible.'

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December issue.*

Development certificates

Questions were asked on how many applications for industrial development certificates had been made for Stoke-on-Trent for each of the years from 1955 to 1966; how many had been granted in full; and how many had been granted in part; how many applications for industrial development certificates in the city of Stoke-on-Trent in each of the years 1955 to 1966, were from firms already established in the city who wished to expand, and how many were granted; how many were from firms in the city who wished to transfer to another site, and how many were granted; and how many were made from firms outside the city, and how many were granted.

Mr. Darling replied: 'It is not the practice of the Board of Trade to publish statistics of the number of applications which have been received for industrial development certificates. I regret that the other information is not available in exactly the form asked for but the table sets out the number of industrial development certificate applications approved in the Stoke-on-Trent area.'

The table was published in *Hansard* for December 19.

BEA aircraft replacements

In the Lords a question was asked on whether, in view of the decision not to support the development of the BAC 2-11 aircraft requested as first choice by BEA, the Government were willing to give the Corporation a written direction under the appropriate Act for purchase of the Trident 3B or some other less suitable type; and further, how HM Government proposed to implement the pledge of ensuring that BEA could operate as a fully commercial undertaking with the fleet it requires.

Lord Beswick replied: 'My Lords, the first step is for BEA to consider the future composition of their fleet in the light of the Government's decision to support the development of the Trident 3B but not that of the BAC 2-11, and to approve the purchase of the Trident 3B by BEA should the Corporation so decide. Section 13 of the Air Corporations Act, 1967 provides the statutory basis for settling the lines of BEA's investment with the approval of the Board of Trade. The implementation of the Government's pledge to BEA of August 2, 1966, which still stands, must depend on the type and number of aircraft finally decided on.'

WEDNESDAY, DECEMBER 20

Dumping of goods

Three questions were asked by one Member on if the President would describe the methods used for investigating whether or not dumping had taken or was taking place, what action was taken against firms or countries proved to be responsible for dumping, whether if, in view of the wide-spread concern on this matter, he would take steps to provide more effective penalties for those responsible for the dumping of goods in this country; and if he would make a statement; and by what date it was Her Majesty's Government's policy to seek to have enacted the anti-dumping legislation; and if the President would publish in advance an outline of the main provisions of the Bill.

Mr. Anthony Crosland replied: 'When an application is made under the Customs Duties (Dumping and Subsidies) Act, 1957, the applicants are asked to provide *prima facie* evidence that dumping is taking place and the Board's officials then investigate in detail the prices of the suppliers' shipments to this market, their domestic prices and other relevant factors in order to establish whether dumping is occurring within the meaning of the Act and the margin of dumping. If necessary, they visit the suppliers overseas so as to examine their records on the spot. I have sent my Hon. Friend a copy of the notes which the Board issue to applicants and which give further particulars.

'The Act does not make dumping an offence or provide for penalties but in accordance with Article VI of the GATT it enables the Board to impose anti-dumping duties when they are satisfied that the dumping is causing or threatening material injury to a British industry and that it is in the national interest to do so. Duties may be imposed by Order on imports from the firms concerned up to the margin of dumping that has been found to exist. The Board may, instead of imposing an anti-dumping duty, accept satisfactory undertakings by the overseas suppliers that dumping will stop. I am satisfied that these procedures provide effective remedies.

'The main provision of the Bill to amend the Act of 1957 will give the Board powers to take provisional anti-dumping action in appropriate cases where a preliminary examination shows sufficient evidence of dumping and of material injury, even though the necessary full investigation has not been completed. Another provision will give the Board additional powers to determine comparable domestic prices for the purpose of dumping investigations in the case of goods from countries with a state-trading economy. It is proposed to introduce the Bill as soon as possible in the present Session.

'These powers and procedures are fully in accord with Article VI of the GATT and with the Anti-Dumping Code agreed in the Kennedy Round, which provide valuable safeguards for our own exporters against unjustified anti-dumping action by other countries.

AEI-GEC merger

Asked if he was aware of Associated Electrical Industries' excellent export record and in considering the merger what assurance he had received from General Electric Company that this high export level would be maintained; and if he would make a statement, Mr. Darling replied: 'It would have been impracticable to seek an assurance about the maintenance of export sales at any particular level. Nevertheless, I am confident that the merger will not result in any reduction in the overseas selling effort which has gained for both GEC and AEI the recognition of the Queen's Award to Industry.'

Imports from New Zealand

A Member asked what was the total value of imports from New Zealand; and what evidence she had of price reductions on these products as a result of devaluation.

Mrs. Dunwoody replied: 'Imports from New Zealand in 1966 were worth £187 million. It is too early to say what the consequences of devaluation will be for the prices of the principal products imported from New Zealand.'

Aluminium works in North Region

Asked what progress had been made towards a decision to site an aluminium smelter works in the Northern Region, Mrs. Dunwoody replied: 'The Board of Trade have received proposals from a number of companies interested in establishing aluminium smelters in various locations in development areas. These proposals are being urgently evaluated.'

Investment incentives

Answering a question on whether the White Paper on Investment Incentives, Command Paper No. 2874, still represented Government policy as regards financial incentives to industry; and if he would make a statement, Mr. Darling said: 'Yes, Sir. The main purposes of the investment grants scheme are to give priority to increasing investment in those sectors of the economy which can do most to strengthen the balance of payments and to encourage investment in the development areas. Those objectives remain of primary importance at the present time.'

UNCTAD conference

A question on what was the policy with regard to the forthcoming United Nations Commission on Trade and Development Conference on trade and development; and if she would make a statement, was answered by Mrs. Dunwoody, who said: 'The policy of Her Majesty's Government will be to do whatever we can, in concert with other developed countries, to promote the development and trade of the developing countries as far as possible, having regard to her own economic circumstances.'

Loans to hotel industry

Mr. Mallalieu was asked how many of the 12 loans which had been offered to the hotel industry to a total value of £1.75 million had now been accepted; and what objections had been raised by the hotel enterprises concerned to the conditions attached.

He answered: 'Six offers have now been accepted, and two rejected. I cannot give any information about the terms and conditions offered to individual applicants or their comments on these.'

Northern Region unemployment

Mrs. Dunwoody was asked in view of the number of vacancies remaining unfilled in the Northern Region at November 1967, compared with other regions in Great Britain, together with the relatively high figures of unemployment, if she would make a statement on the further steps being taken by the Government to bring employment opportunities to the Northern Region.

She answered: 'New industrial estates are being established at Cramlington, Brandon and Workington, and consideration is being given to acquiring further land for development in Sunderland. The development area incentives which are available throughout the Northern region, already higher than ever before, have been further reinforced by retaining the SET premium for manufacturing industry in development areas. All these measures will encourage the creation of further employment opportunities.'

Knitwear from Portugal

The President was asked if he was aware that imports of knitwear from Portugal for the first eight months of 1967 were 160 per cent more than for the whole of 1966; and since Portuguese exports to Great Britain were free of all restrictions and duties, whereas British exports to Portugal were subject to a 60 per cent duty, if he would now take steps to achieve a balance between these imports and exports.

Mr. Crosland replied: 'As regards imports, I would refer the hon. Gentleman to the reply I gave him on November 22.

'The EFTA Convention provides for the gradual elimination of Portuguese duties, which, vary widely, with accelerated reductions for products of which there are substantial exports. This should lead to increased opportunities for our exports of knitwear to Portugal. It is also relevant that Portugal did not devalue when the pound was recently devalued.'

Sale of the 'Queen Mary'

Asked what was the sum in dollars received from the sale of the 'Queen Mary', Mr. Mallalieu said: 'I understand that Cunard announced at the time of the sale that the price received was $3,450,000.'

Scottish development

A Member asked how many firm commitments had been made by industrialists to develop in central West Fife and Scotland as a whole, respectively, in the last 12 months; and how many male jobs she estimated would be likely to accrue.

Mrs. Dunwoody replied: 'Of the 15 industrial development certificates issued for central West Fife since December 1, 1966, one is unlikely to be proceeded with and three are for advance factories not yet allocated. The remainder are expected to provide 1,560 jobs for men. In Scotland as a whole 253 industrial development certificates have been issued in the same period for projects estimated to provide 10,900 jobs for men.'

Charter holidays

Asked what changes he proposed to make in the permitted level of charges for inclusive tour charter holidays for the summer of 1968, arising out of the recent increase in charges for scheduled air services caused by devaluation, and arising out of Provision I of air service licences.

Mr. Crosland said: 'I am considering this matter and expect to announce my decision in the near future.'

Investment grants

Questioned on what estimate he had made of the amount of investment grants to be paid out in 1967, Mr. George Darling said: '£200 million.'

Colliery closure

Answering a question on what efforts were now being made by his department to provide alternative employment in the Leigh, Atherton and Tyldesley area in view of the decision to close Mosley Common Colliery at which 2,000 men are employed, on February 10, Mrs. Dunwoody replied:

'The Board of Trade is operating a liberal industrial development certificate policy in the Leigh, Atherton and Tyldesley area. Applications for expansions by firms already in the area are viewed sympathetically as are applications from new firms with projects suited to the needs and resources of the area.'

Rent increases in Board of Trade factories in Wales

Mrs. Dunwoody, in reply to a Member's question, stated that rent increases affecting Board of Trade factories in Wales in 1967 had ranged from 8d. to 3s. 7d. per sq. ft. The average percentage increase was 108 per cent.

Welsh Industrial Estates Corporation

Asked what was the profit made by the Welsh Industrial Estates Corporation for the year 1967; and what was the estimated profit for 1968, Mrs. Dunwoody said that the operating surplus of the Welsh Industrial Estates Corporation for the year to March 31, 1967, as shown by the audited accounts, was £584,175 but, after allowing for interest on capital employed and administration expenses, this was converted to an estimated deficit of £123,226. She was unable to forecast the estimated surplus or deficit for the year ended March 31, 1968.

Exemption of banking and discount companies from some accounting provisions of the Companies Acts

The President was asked to make a statement on the exemption of banking and discount companies from some of the accounting provisions of the Companies Acts.

Mr. Crosland said: 'Certain banking and discount companies are exempted under paragraph 23 of the Eighth Schedule to the Companies Act, 1948, from many of the requirements of that Schedule as amended by the Companies Act, 1967, as to disclosure of information in accounts. This exemption was reviewed by the Jenkins Committee in their report.

'A majority of the committee accepted the case for continuing the exemption on the grounds that banks were subject to very large fluctuations in the value of their investments and to periodical losses on lending which could be out of all proportion to the profits of a single year and that full disclosure of these fluctuations and losses in the annual accounts might lead to loss of confidence on the part of depositors and the general public.

'A minority of the Jenkins Committee were not satisfied that many of the exemptions were necessary except, perhaps, for banks operating mainly overseas. The minority suggested that the banks and discount houses should be invited to submit their full accounts for the last 10 or 20 years to the Board of Trade to show how much they had used the exemptions; in the light of these accounts the Board could decide how far the exemptions needed to be continued.

'HM Government decided to adopt this suggestion and with the co-operation of the various banking associations the accounts of selected members of each association were examined by Government accountants. The whole question of the exemptions was then thoroughly discussed with interested banks and with the Bank of England.

'HM Government have come to the conclusion that an overriding consideration must be the avoidance of steps which run the risk of damaging the banking system or of weakening monetary controls. They are fully aware that our banking and monetary systems depend for their efficiency on close co-operation between the authorities and the banks. They also recognise that the competitive position of our banks in relation to banks in other countries needs to be safeguarded.

'HM Government, therefore, believe that it is necessary to move with care on the question of the exemptions. They do not think that they are yet in a position, in the light of the evidence so far available, to take a decision in favour of removing the exemptions. More time is needed to study the full accounts of the banks over a period in order to assess the consequences of full public disclosure.

'HM Government are, however, requiring, as a condition of continued exemption, those exempt banks and discount companies which are incorporated in Great Britain to provide the Bank of England with full information about their profits and inner reserves. The principal banking associations have been informed of the intention of HM Government and have raised no objection to the arrangements proposed.

'The information supplied to the Bank of England will be passed to the Board of Trade so that HM Government will be able to review after a period of time the need for continuing the exemptions in the light of up-to-date information on movements in the banks' full profits and reserves. The information supplied will be treated as strictly confidential.'

Enemy Property Branch

Asked how many people were employed in the Enemy Property Branch of the Board of Trade; what was the nature of their duties; and if he would state the total annual cost of this branch, Mr. Darling replied that the staff of the Enemy Property Branch was 40. Their duties concerned the administration of enemy property under the Trading with the Enemy Act, 1939, the Orders made under the Treaties of Peace (Italy, Roumania, Bulgaria, Hungary and Finland) Act, 1947, and under the Japanese Treaty of Peace Act, 1951. The Custodian of Enemy Property for England, Scotland and Northern Ireland also carried out his duties within this Branch.

The total annual cost of the Branch for the financial year 1967/68 was estimated at £76,057.

Industrial development certificates for Norwich

In reply to a request that he should ensure that locally based industries in the City of Norwich, wishing to expand within the area, received prompt granting of industrial development certificates in order to ease considerable local unemployment problems, Mr. Darling said that subject to the needs of the Development Areas, applications for industrial development certificates for expansion in Norwich by local firms were already treated sympathetically, and he was not aware of any delay in dealing with them.

Increases in air fares

A Member asked whether the President was aware that F. & W. Ingham were increasing certain charges, details of which had been sent to him, for air fares for winter holidays booked before devaluation in contravention of Government policy; and if he would refer the matter to the National Board for Prices and Incomes.

Mr. Mallalieu replied: 'I am aware that in some cases the charge for winter holidays has increased to meet increased costs overseas. Many of them were already priced above the *minimum* charge prescribed in the air service licence. In providing that the *minimum* price should be at the pre-devaluation level the Board of Trade did not preclude a travel agent from charging more to meet increased costs. Since such increases relate to expenditure overseas, it is not appropriate to refer them to the National Board for Prices and Incomes.'

Export prices

Asked if she would take steps to prevent rises in export prices which would lose the advantage of devaluation, Mrs. Dunwoody replied that export prices were essentially a matter for the commercial judgment of exporters. They would wish in their own, and the country's interest, to secure the largest earnings from sales abroad consistent with building up their volume of sales in relation to their capacity to supply and deliver goods as well as to their competitive position, their goodwill and other relevant factors in overseas markets.

Dock strikes

Mr. Darling answered Members' questions asking what percentage of the published trade deficit of November 1967 he estimated was to be attributed to the dock strikes during that month.

Mr. Darling said that it was not possible to put an exact figure on the several effects of the strikes of dockers at London and Liverpool. But there was no doubt that the strikes were a major factor in the large trade deficit recorded for November and that on account of the strikes significant losses had been suffered by consumers, manufacturers, importers and shippers. He referred to the press notice which was issued with the November trade figures and which described the various ways in which they were affected by the strikes.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Jan. 9, 10 and 11	**Miscellaneous stores, including:**	**The Lido Ballroom, Worthy Lane, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).**

Clothing and textiles including greatcoats; vests; drawers; blouses; berets; jumpers; jackets; trousers; coir and hair mattresses; carpets, etc.; furniture including steel wardrobes, cupboards and lockers; stacking chairs; easy chairs, etc.; MT spares; various paints, primers and varnishes; refrigerating units and spares; water pumps; steam boilers; electrical equipment; welding electrodes; ships lanterns; binoculars; watches; monoculars; wall clocks; camereas and photographic equipment; old rubber tyres; and a large selection of other stores.

Jan. 18 . .	**Miscellaneous stores and machinery, including:**	**Sale held at Auctioneers' premises . .**	**Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).**

Coke crushing and riddling machines; sand conditioning plants; portable air conditioners; hand operated winch; mobile jib crane; mobile plant shifter; binoculars; miscellaneous photographic equipment; electrical equipment and electric cable; MT spares including jacks and scrap batteries; steel chests (with keys); wooden boxes; miscellaneous clothing and textiles including shoes, jerkins, carpets, rugs, mixed rags, old bunting, sails, cork, various bags, 4 tons old tentage, 14 tons old rubber; furniture including wardrobes, chairs, tables, bedside chairs, arm chairs, lockers, etc.; and a large assortment of other miscellaneous stores.

Jan. 23 and 24 .	**Machine tools, industrial equipment and miscellaneous stores, including:**	**Northern Command Ordnance Sub-depot, Barlow, Nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 053-2-20898).**

Lathes; grinding machines; drilling machines; compressors; generating and charging sets; pumping sets; MT assemblies, spares and equipment; lifting equipment; gravity roller conveyors; garage equipment; welding plant; industrial trucks; electric cable; electrical, wireless and signal equipment; pneumatic tools; hand tools and tool kits; fire fighting equipment; petrol engines; paint; wood packing cases and crates; forges; de-greasing plant; testing eqoipment; binoculars; compasses; projectors; recorders; domestic boilers; sinks; taps; water storage cisterns; conduits; roofing felt; household equipment; textiles including, tents; canvas; blankets; carpets; rugs; curtains; mattresses; groundsheets; webbing; kit bags; packs; haversacks; shelters; rope; rags; camp equipment; sheets; suitcases; clothing including vests; drawers; greatcoats; battle dress; raincoats; shirts; jerseys; cap comforters; ties, etc.; household and office furniture including, chairs; tables; wardrobes; dressing chests; lockers; beds, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to and up to the date of sale, price 1s. 0d. (postal orders only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Jan. 2 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds Wembley. Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4).

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

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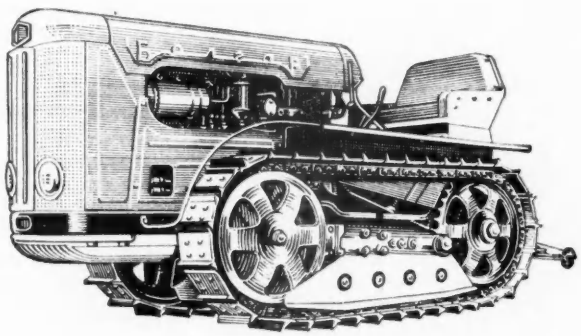

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	131	163	183	163	+200	+112	+ 2	+ 6
1966															
2nd quarter	130	133	160	157	129	110	161	127	165	183	164	+ 50	— 11	—19	+26
3rd quarter	130	134	160	157	127	109	163	132	165	182	166	+ 96	+ 84	+25	—15
4th quarter	132	132	162	158	127	109	162	130	159	186	169	— 23	— 13	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	165	190	173	+ 48	+ 3	—10	+14
2nd quarter	132	133	166	162	129	109	174	127	178	199	185	+ 39	+ 4	—13	+14
3rd quarter		133				111		122*	169*				— 42*	—30*	—20
1967															
May		132				108									
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									

	ORDERS		PRICES AND COSTS					LABOUR					BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—302
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967								515*	174*				
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 30
2nd quarter	148	108	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—125
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	
4th quarter								538*	182*				
1967													
May	148	109	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	103*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	101*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	146*	104*	140·6	+2·0	111·6*	135·3*	178·7	541	176		163	125	
November			141·5	+1·9	114·9*	135·5*	179·5	536	181		180*	125*	
December								538*	190*				

*Provisional. †Not seasonally adjusted.

CENSUS OF PRODUCTION, 1966

Stocks and capital expenditure in manufacturing industry, 1966

THIS ARTICLE presents estimates of stocks and fixed capital expenditure in manufacturing industry and in the construction industry based on the census of production for 1966; comparable figures are given for 1963 to 1965.

The census estimates for manufacturing industry show that in 1966 fixed capital expenditure at current prices rose by 7 per cent to £1,495 million and that the book value of stocks and work in progress increased by £365 million or 5 per cent. These results agree reasonably well with previous estimates for manufacturing industry as a whole published in the quarterly articles in the *Board of Trade Journal*, though for some industry groups the difference between the census results and the quarterly series is wider. The previous estimates, which were based on the voluntary quarterly inquiries into stocks and capital expenditure put manufacturing industry's fixed capital expenditure at £1,456 million and the rise in the value of stocks at £343 million.

Nature of the Census

The census for 1966 was the third in the present series of simplified annual censuses being taken between the full quinquennial census for 1963, and that now in preparation for 1968; it was a census of 'business units', not of establishments, and the questions asked were confined to items on capital formation, except in the case of the construction industry, for which information about employment was also collected.

The annual censuses are compiled from returns relating to the whole of a business – a company or group of companies – and not to individual establishments as in the case of the full quinquennial censuses. Where, however, a firm is engaged in a number of quite different manufacturing activities, separate business unit returns are required for each main activity.

The simple annual censuses are conducted as sampling operations and for 1966, as for the two previous inquiries in this present series, the regular returns by manufacturing industry to the voluntary quarterly inquiries, now accounting for two-thirds of manufacturing industry's stocks and capital expenditure, were supplemented by returns from about 1,500 additional manufacturing businesses. In general only the larger businesses who were not voluntary contributors and who employed over 500 persons were approached but in e.g. the textile, leather and clothing industries, where smaller businesses have in the aggregate a bigger importance, a lower cut-off level was used. The effect of including the additional returns is to increase the coverage for the whole of manufacturing industry to about 80 per cent.

Estimation of the results for manufacturing industry for the 1964, 1965 and 1966 censuses has been carried out by linking to a business unit analysis of the results of the full (establishment-based) census for 1963. Full descriptions of the method used for adjusting 1963 establishment figures to a business unit basis and of the estimating procedure were included in the article on the results of the Censuses of Production for 1963, 1964 and 1965, published in the *Board of Trade Journal* of April 14, 1967. (Copies of this article are available from Statistics Division, Board of Trade, Room 723 SB, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3510)).

For the construction industry, the coverage of the quarterly inquiry is poorer than for manufacturing industry, and census returns were collected from a sample of some 3,200 firms employing 25 or more persons. Sampling and grossing-up were carried out within three employment-size strata, sampling being random in each strata. Allowance was made for firms employing fewer than 25 persons.

Results for 1966

Tables 1 and 2 present estimates of stock changes and of capital expenditure in 1966 (with comparable figures for 1963 to 1965). In some manufacturing industry groups (e.g. mineral oil refining, tobacco) the coverage of returns received was almost complete; in three out of four of the 29 manufacturing industry groups coverage exceeded two-thirds; but for timber, furniture, etc., coverage was a little under half and, exceptionally, for the leather and leather goods industries it was only about a third. Where coverage was low, separate figures are not shown; and in some other cases while figures are given, a lower degree of reliability is indicated by showing them in italics.

Table 1 shows that the book values of manufacturers' stocks and work in progress increased by £365 million in 1966, considerably less than in the previous two years (no deduction is made for the element of stock appreciation included in the figures). Nearly half the increase was accounted for by finished goods, all the industry groups in the table showing a rise for this asset. The only industry groups in the table that showed a fall in total stocks in 1966 were tobacco, iron and steel, shipbuilding and marine engineering, aircraft, and wool, the decrease in the latter two being negligible.

The estimates in Table 2 show that fixed investment by manufacturing industry in 1966 increased by 7 per cent (at current prices) over the preceding year, almost all this increase being in respect of plant and machinery. The largest percentage increases in expenditure were in the mineral oil refining, aircraft, and non-ferrous metals industries, while among the groups with lower capital expenditure in 1966 the tobacco and iron and steel industries recorded the largest percentage decreases.

Firms were asked to give particulars of their purchases and sales of land and existing buildings (these figures are excluded from the overall estimates of capital expenditure given in this article and Table 2). The figures for manufacturing industry as a whole were:

	Purchases £ million	Sales £ million
1963	45	57
1964	51	77
1965	52	63
1966	49	63

Terms used

Stocks are shown at the value adopted for balance sheet purposes; they do not include the stocks of companies mainly operating abroad.

Capital expenditure represents all expenditure charged to the capital asset accounts, including items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (e.g. fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded and so is expenditure on intangible assets such as goodwill. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g. lifts and heating systems) and expenditure on site preparations and other civil engineering work. The purchase of newly constructed buildings is also included, and so are architects' and surveyors' fees, legal charges, stamp duties, commissions, etc. Expenditure on vehicles includes ships and aircraft as well as motor vehicles.

Total (net) capital expenditure is defined as acquisitions of vehicles, plant and machinery, less receipts from sales of these assets, plus expenditure on new building work.

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Table 1. Stocks and work in progress (a) (b)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
Orders III-XVI	All manufacturing industries	Value of stocks at end of 1963	6,278·0	2,276·5	2,358·4	1,643·1
		Change during 1963	+249·6	+ 68·1	+137·2	+ 44·3
		1964	+592·6	+191·9	+269·2	+131·3
		1965	+488·8	+112·5	+217·7	+158·6
		1966	+365·5	+ 30·0	+153·6	+181·9
211-219, 229	Food industries	Value of stocks at end of 1963	385·6	196·3	19·5	169·6
		Change during 1963	+ 63·9	+ 29·6	+ 2·3	+31·7
		1964	*— 40·8*	*— 19·3*	*— 0·1*	*— 21·3*
		1965	*— 2·1*	*— 3·4*	*+ 0·6*	*+ 0·7*
		1966	*+ 10·2*	*— 1·8*	*+ 1·3*	*+ 10·7*
231, 239	Drink industries	Value of stocks at end of 1963	265·6	57·2	152·4	56·0
		Change during 1963	+ 20·4	+ 2·9	+ 14·4	+ 3·1
		1964	+ 32·9	+ 3·4	+ 17·9	+ 11·6
		1965	+ 27·0	+ 5·3	+ 17·7	+ 4·0
		1966	+ 26·8	+ 0·8	+ 23·9	+ 2·2
240	Tobacco	Value of stocks at end of 1963	248·6	191·3	34·5	22·7
		Change during 1963	+ 6·3	+ 12·4	— 3·8	— 2·3
		1964	+ 17·8	+ 9·4	+ 2·5	+ 5·9
		1965	+ 6·0	+ 2·4	— 1·0	+ 4·6
		1966	— 13·3	— 12·2	— 2·4	+ 1·4
262	Mineral oil refining	Value of stocks at end of 1963	103·2	54·0	12·0	37·3
		Change during 1963	— 4·5	— 1·0	— 0·5	— 3·0
		1964	+ 10·2	+ 6·2	+ 1·7	+ 2·2
		1965	— 3·3	— 3·4	— 0·5	+ 0·5
		1966	+ 9·6	+ 9·1	— 0·8	+ 1·3
274 261, 263, 271-273, 275-277	Paint and printing ink Other chemical and allied industries	Value of stocks at end of 1963	387·2	176·6	42·8	167·9
		Change during 1963	— 6·9	— 3·7	+ 4·2	— 7·4
		1964	+ 32·8	+ 12·3	+ 2·2	+ 18·2
		1965	+ 28·6	+ 13·2	+ 6·7	+ 8·7
		1966	+ 14·2	— 1·7	+ 3·7	+ 12·2
311-313	Metal manufacture – iron and steel	Value of stocks at end of 1963	340·0	155·6	124·2	60·1
		Change during 1963	+ 7·9	+ 3·9	+ 2·5	+ 1·4
		1964	+ 37·8	+ 17·3	+ 15·5	+ 5·0
		1965	+ 26·3	+ 8·7	+ 15·3	+ 2·4
		1966	— 9·4	— 8·1	— 3·6	+ 2·3
321, 322	Metal manufacture – light metals, copper, brass and other base metals	Value of stocks at end of 1963	147·9	55·9	56·3	35·7
		Change during 1963	+ 2·8	+ 0·6	+ 1·5	+ 0·8
		1964	+ 29·9	+ 8·5	+ 14·8	+ 6·6
		1965	+ 18·8	+ 5·1	+ 8·1	+ 5·5
		1966	+ 15·6	+ 6·1	+ 4·6	+ 5·0
331-339, 341, 342, 349 351, 352	Mechanical engineering Scientific, surgical and photographic instruments, watches and clocks	Value of stocks at end of 1963	1,089·0	277·3	596·8	214·9
		Change during 1963	+ 6·8	— 3·1	+ 14·2	— 4·3
		1964	*+121·8*	*+ 42·2*	*+ 62·7*	*+ 16·9*
		1965	*+164·8*	*+ 42·7*	*+ 90·9*	*+ 31·2*
		1966	*+120·2*	*+ 21·8*	*+ 66·1*	*+ 32·3*
361-365, 369	Electrical engineering	Value of stocks at end of 1963	760·9	186·8	408·4	165·7
		Change during 1963	+ 39·3	+ 3·2	+ 31·5	+ 4·7
		1964	+ 90·6	+ 20·6	+ 50·5	+ 19·5
		1965	+ 75·7	+ 3·2	+ 60·6	+ 11·9
		1966	+ 88·2	+ 21·3	+ 42·8	+ 24·1
370	Shipbuilding and marine engineering	Value of stocks at end of 1963	63·7	16·1	46·2	1·5
		Change during 1963	— 2·3	— 1·6	— 0·4	— 0·3
		1964	+ 4·9	+ 1·9	+ 2·9	+ 0·1
		1965	+ 7·0	+ 0·4	+ 6·7	+ 0·0
		1966	— 6·8	+ 0·1	— 7·0	+ 0·0
381	Motor vehicles	Value of stocks at end of 1963	395·1	123·4	125·3	146·4
		Change during 1963	+ 33·2	+ 5·7	+ 4·8	+ 22·7
		1964	+ 59·6	+ 18·5	+ 13·0	+ 28·1
		1965	+ 74·7	+ 16·6	+ 18·3	+ 39·8
		1966	+ 24·1	+ 0·7	+ 20·6	+ 2·8
383	Aircraft	Value of stocks at end of 1963	457·0	37·7	387·7	31·6
		Change during 1963	+ 29·3	— 11·4	+ 44·1	— 3·4
		1964	+ 57·2	— 0·4	+ 58·4	— 0·8
		1965	— 30·9	— 2·0	— 30·4	+ 1·4
		1966	— 0·7	+ 7·3	— 10·3	+ 2·3
382, 384, 385, 389	Other vehicles	Value of stocks at end of 1963	78·4	57·6	18·1	2·7
		Change during 1963	— 9·0	— 8·3	— 0·4	— 0·3
		1964	+ 3·1	— 2·6	+ 5·4	+ 0·3
		1965	+ 7·9	+ 6·3	+ 1·6	+ 0·1
		1966	+ 9·2	+ 5·8	+ 3·0	+ 0·5
391-396, 399	Metal goods not elsewhere specified	Value of stocks at end of 1963	238·0	115·7	61·6	60·7
		Change during 1963	+ 6·9	+ 1·8	+ 4·4	+ 0·7
		1964	*+ 29·4*	*+ 18·5*	*+ 7·8*	*+ 3·1*
		1965	*+ 16·2*	*+ 3·9*	*+ 5·9*	*+ 6·4*
		1966	*+ 13·4*	*+ 2·6*	*+ 1·0*	*+ 9·8*

TABLE 1, *continued*

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM) £ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
412, 413, 423	Man-made fibres, cotton, etc.					
		Value of stocks at end of 1963	130·0	44·2	30·4	55·3
		Change during 1963	— 1·6	+ 1·2	+ 0·3	— 3·0
		1964	*+ 10·8*	*+ 7·9*	*+ 0·6*	*+ 2·4*
		1965	*— 1·7*	*— 2·7*	*+ 2·3*	*— 1·3*
		1966	*+ 4·6*	*— 3·6*	*— 2·4*	*+ 10·6*
414	Wool					
		Value of stocks at end of 1963	180·4	87·5	47·9	45·0
		Change during 1963	+ 25·4	+ 17·3	+ 4·5	+ 3·6
		1964	*— 3·8*	*— 6·7*	*+ 0·8*	*+ 2·0*
		1965	*— 4·4*	*— 1·8*	*— 2·2*	*— 0·5*
		1966	*— 0·1*	*— 5·3*	*+ 1·6*	*+ 3·6*
411, 415-419, 421,422, 429	Other textile industries					
		Value of stocks at end of 1963	199·0	79·6	41·7	77·7
		Change during 1963	+ 11·5	+ 6·6	+ 2·8	+ 2·0
		1964	*+ 19·3*	*+ 9·5*	*+ 5·7*	*+ 4·1*
		1965	*+ 13·4*	*— 1·0*	*+ 1·0*	*+ 13·4*
		1966	*+ 7·9*	*— 6·4*	*— 0·3*	*+ 14·6*
431-433 441-446, 449 450	Leather, leather goods and fur Clothing Footwear					
		Value of stocks at end of 1963	190·5	90·4	36·2	63·8
		Change during 1963	— 0·0	+ 3·2	+ 1·4	— 4·6
		1964	*+ 24·1*	*+ 9·8*	*+ 2·4*	*+ 11·5*
		1965	*+ 5·6*	*+ 3·5*	*+ 2·8*	*— 0·4*
		1966	*+ 10·6*	*— 4·8*	*+ 2·6*	*+ 12·9*
461, 464, 469	Bricks, cement and miscellaneous building materials					
		Value of stocks at end of 1963	79·8	36·1	17·6	26·1
		Change during 1963	+ 1·7	+ 0·2	+ 2·8	— 1·3
		1964	*— 2·9*	*+ 0·8*	*— 3·2*	*— 0·5*
		1965	*+ 16·3*	*+ 4·8*	*+ 3·8*	*+ 7·7*
		1966	*+ 10·2*	*+ 1·7*	*+ 3·1*	*+ 5·4*
462, 463	Pottery and glass					
		Value of stocks at end of 1963	40·8	16·7	5·5	18·5
		Change during 1963	— 0·2	— 0·0	+ 0·7	— 0·9
		1964	*+ 2·6*	*+ 0·7*	*+ 0·7*	*+ 1·2*
		1965	*+ 4·5*	*+ 1·8*	*+ 0·8*	*+ 1·9*
		1966	*+ 2·9*	*+ 0·0*	*— 0·3*	*+ 3·2*
481	Paper and board					
		Value of stocks at end of 1963	66·2	38·4	3·9	23·8
		Change during 1963	+ 1·3	+ 0·6	— 0·2	+ 0·8
		1964	+ 8·8	+ 6·1	+ 0·3	+ 2·4
		1965	+ 1·7	— 2·8	+ 1·1	+ 3·4
		1966	+ 3·4	+ 1·7	+ 0·6	+ 1·1
482, 483 , 486, 489	Paper products, printing and publishing					
		Value of stocks at end of 1963	157·7	66·9	35·6	55·3
		Change during 1963	+ 8·9	+ 2·0	+ 2·9	+ 4·0
		1964	*+ 15·5*	*+ 8·1*	*+ 1·9*	*+ 5·5*
		1965	*+ 8·8*	*+ 2·8*	*+ 0·0*	*+ 6·0*
		1966	*+ 13·0*	*+ 1·7*	*+ 2·0*	*+ 9·3*
491	Rubber and rubber products					
		Value of stocks at end of 1963	70·5	20·7	9·4	40·5
		Change during 1963	— 1·0	+ 0·3	+ 0·6	— 1·9
		1964	+ 5·2	+ 3·2	+ 0·6	+ 1·4
		1965	+ 4·5	— 0·4	+ 1·0	+ 3·9
		1966	+ 10·2	— 0·5	+ 0·8	+ 9·9
471-475, 479 492-496, 499	Timber, furniture, etc. Other manufacturing industries					
		Value of stocks at end of 1963	203·2	94·3	44·5	64·4
		Change during 1963	+ 9·4	+ 5·3	+ 2·6	+ 1·6
		1964	*+ 25·8*	*+ 16·0*	*+ 4·2*	*+ 5·6*
		1965	*+ 23·3*	*+ 9·2*	*+ 6·8*	*+ 7·2*
		1966	*+ 1·4*	*— 6·5*	*+ 3·3*	*+ 4·5*

(a) Including stocks held outside the United Kingdom and goods held for merchanting or factoring; stocks held by subsidiary companies mainly operating overseas are excluded.
(b) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(c) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. 27s. 6d. (by post 28s. 5d.)

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Table 2. Fixed capital expenditure (a) (b)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total (net)	New building work	Vehicles		Plant machinery and other capital equipment	
					Acquired	Disposed of	Acquired	Disposed of
Orders III-XVI	All manufacturing industries	1963	1,043·8	263·6	102·9	33·4	739·0	28·3
		1964	1,215·7	300·5	123·4	38·3	862·2	32·2
		1965	1,401·4	337·8	131·0	39·8	1,003·5	31·1
		1966	1,494·7	338·9	132·0	42·4	1,105·5	39·4
211-219, 229	Food industries	1963	78·4	21·4	14·7	4·6	48·1	1·2
		1964	*93·3*	*30·3*	*16·7*	*5·4*	*52·9*	*1·2*
		1965	*90·2*	*28·4*	*16·3*	*5·6*	*52·9*	*1·8*
		1966	*92·4*	*22·7*	*20·3*	*6·1*	*57·1*	*1·6*
231, 239	Drink industries	1963	58·7	28·3	6·0	1·5	26·6	0·7
		1964	62·8	28·8	6·9	1·8	29·8	1·0
		1965	73·3	33·3	8·2	1·6	34·5	1·1
		1966	74·5	36·3	7·0	1·4	33·7	1·0
240	Tobacco	1963	7·9	0·8	0·6	0·2	7·1	0·4
		1964	9·7	0·6	0·7	0·2	9·2	0·6
		1965	14·6	0·7	0·9	0·2	13·6	0·4
		1966	12·0	0·9	1·0	0·2	10·6	0·3
262	Mineral oil refining	1963	26·8	3·5	0·5	0·2	23·1	0·1
		1964	28·3	3·3	0·4	0·1	24·9	0·2
		1965	29·1	5·1	0·4	0·1	24·3	0·6
		1966	57·2	7·5	0·8	0·1	49·2	0·3
274 261, 263, 271-273, 275-277	Paint and printing ink Other chemical and allied industries	1963	135·9	29·0	11·4	4·5	101·9	1·9
		1964	174·3	31·2	13·3	4·5	136·9	2·6
		1965	227·9	36·2	16·4	5·2	183·8	3·2
		1966	261·6	32·2	16·1	5·0	220·3	1·9
311-313	Metal manufacture – iron and steel	1963	100·2	16·6	2·5	0·7	83·8	2·0
		1964	91·9	13·7	2·8	0·8	78·4	2·3
		1965	86·2	14·2	2·9	1·0	71·3	1·2
		1966	74·3	15·4	3·0	0·8	62·5	5·8
321, 322	Metal manufacture – light metals, copper, brass and other base metals	1963	24·5	5·5	1·4	0·4	18·7	0·7
		1964	25·3	5·0	1·7	0·4	19·5	0·5
		1965	34·5	5·8	2·0	0·5	27·7	0·6
		1966	45·8	7·2	2·3	0·5	37·2	0·4
331-339, 341, 342, 349 351, 352	Mechanical engineering Scientific, surgical and photographic instruments, watches and clocks	1963	112·6	27·1	12·6	4·3	82·1	4·9
		1964	*145·0*	*35·7*	*15·7*	*5·2*	*103·6*	*4·8*
		1965	*158·3*	*39·4*	*16·3*	*5·2*	*113·0*	*5·2*
		1966	*173·7*	*42·6*	*16·7*	*5·5*	*126·3*	*6·5*
361-365, 369	Electrical engineering	1963	72·6	18·6	6·3	1·7	51·6	2·2
		1964	87·2	22·3	7·8	2·1	61·0	1·8
		1965	100·7	23·9	9·2	2·3	72·3	2·4
		1966	98·9	23·5	7·4	2·2	75·6	5·5
370	Shipbuilding and marine engineering	1963	10·5	3·9	0·5	0·2	6·8	0·5
		1964	12·6	6·5	0·6	0·2	6·2	0·5
		1965	8·1	3·6	0·7	0·2	4·4	0·5
		1966	7·9	3·5	0·6	0·1	4·4	0·4
381	Motor vehicles	1963	79·3	25·9	2·6	0·9	52·6	0·9
		1964	66·7	17·7	2·9	1·0	49·8	2·7
		1965	84·5	21·9	3·1	0·8	61·3	1·0
		1966	93·8	24·9	2·7	0·8	67·8	0·7
383	Aircraft	1963	15·5	6·0	0·6	0·1	10·0	1·0
		1964	16·5	5·0	0·8	0·2	11·9	1·0
		1965	15·3	4·1	0·9	0·3	11·3	0·7
		1966	21·9	3·4	1·2	0·2	18·4	0·8
382, 384, 385, 389	Other vehicles	1963	3·2	1·8	0·4	0·2	2·2	1·0
		1964	4·8	2·6	0·5	0·1	2·8	1·0
		1965	10·3	6·6	0·5	0·1	3·8	0·4
		1966	10·8	6·0	0·5	0·2	5·8	1·2
391-396, 399	Metal goods not elsewhere specified	1963	43·7	10·8	6·2	2·3	30·5	1·5
		1964	*48·8*	*11·0*	*7·5*	*2·9*	*35·1*	*1·9*
		1965	*58·4*	*15·1*	*7·3*	*2·6*	*40·0*	*1·3*
		1966	*59·8*	*14·4*	*7·6*	*2·8*	*42·2*	*1·6*
412, 413, 423	Man-made fibres, cotton, etc.	1963	22·8	2·6	1·5	0·6	20·7	1·4
		1964	*26·5*	*3·4*	*1·7*	*0·6*	*23·1*	*1·2*
		1965	*25·8*	*4·4*	*1·9*	*0·6*	*22·0*	*2·0*
		1966	*27·0*	*4·8*	*2·1*	*0·7*	*22·5*	*1·8*
414	Wool	1963	11·9	1·9	1·2	0·4	9·8	0·6
		1964	*12·9*	*2·5*	*1·2*	*0·5*	*10·4*	*0·6*
		1965	*14·6*	*2·8*	*1·2*	*0·5*	*11·7*	*0·6*
		1966	*13·6*	*2·4*	*1·5*	*0·6*	*10·9*	*0·6*
411, 415-419, 421, 422, 429	Other textile industries	1963	36·1	7·2	3·1	1·3	28·2	1·1
		1964	*56·7*	*13·4*	*3·5*	*1·4*	*42·4*	*1·3*
		1965	*78·6*	*16·9*	*3·7*	*1·5*	*62·0*	*2·5*
		1966	*78·9*	*16·2*	*3·9*	*1·5*	*62·2*	*1·9*
431-433 441-446, 449 450	Leather, leather goods and fur Clothing Footwear	1963	15·7	4·7	4·4	1·7	9·1	0·8
		1964	*23·6*	*8·9*	*5·4*	*2·2*	*12·3*	*0·7*
		1965	*23·2*	*7·2*	*5·2*	*2·3*	*14·3*	*1·2*
		1966	*23·6*	*7·9*	*5·4*	*2·5*	*13·6*	*0·8*
461, 464, 469	Bricks, cement and miscellaneous building materials	1963	36·7	7·4	7·9	1·5	23·4	0·6
		1964	*42·6*	*10·6*	*9·9*	*1·5*	*24·4*	*0·9*
		1965	*63·9*	*18·3*	*10·0*	*2·3*	*38·5*	*0·6*
		1966	*68·4*	*19·3*	*9·2*	*1·7*	*43·1*	*1·5*
462, 463	Pottery and glass	1963	13·4	3·7	1·0	0·3	9·4	0·3
		1964	*17·7*	*5·3*	*1·1*	*0·3*	*11·7*	*0·1*
		1965	*19·6*	*6·2*	*1·3*	*0·3*	*12·7*	*0·3*
		1966	*22·2*	*6·1*	*1·4*	*0·4*	*15·5*	*0·5*
481	Paper and board	1963	24·0	4·9	1·4	0·5	18·5	0·3
		1964	31·0	7·6	1·3	0·5	22·9	0·3
		1965	34·3	7·3	1·4	0·4	26·6	0·6
		1966	32·4	6·9	1·4	0·5	24·9	0·4

TABLE 2, *continued*

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM) £ million

Standard Industrial Classification minimum list heading (c)	Industry group		Total (net)	New building work	Vehicles		Plant machinery and other capital equipment	
					Acquired	Disposed of	Acquired	Disposed of
482, 483, 486, 489	Paper products, printing and publishing	1963	55·7	16·7	6·5	2·4	37·5	2·6
		1964	*61·7*	*15·0*	*7·8*	*2·7*	*44·4*	*2·8*
		1965	*71·4*	*18·2*	*8·1*	*2·9*	*49·5*	*1·5*
		1966	*63·7*	*11·7*	*8·3*	*3·1*	*49·2*	*2·5*
491	Rubber and rubber products	1963	17·8	3·6	1·5	0·4	13·3	0·2
		1964	27·5	5·9	1·6	0·4	21·4	0·9
		1965	27·0	5·4	1·6	0·5	20·9	0·4
		1966	33·1	9·5	1·7	0·5	22·9	0·5
471-475, 479 492-496, 499	Timber, furniture, etc. Other manufacturing industries	1963	39·9	11·7	8·1	2·5	24·0	1·4
		1964	*48·3*	*14·2*	*11·4*	*3·1*	*27·4*	*1·6*
		1965	*51·6*	*12·9*	*11·5*	*2·9*	*31·1*	*1·9*
		1966	*47·2*	*13·5*	*10·1*	*5·0*	*29·8*	*1·1*
500	Construction	1963	110·2	15·9	47·2	12·1	69·2	10·0
		1964	130·3	14·4	55·2	14·8	85·1	9·6
		1965	144·6	20·3	51·6	14·3	97·2	10·2
		1966	131·6	20·5	52·4	13·7	83·2	10·9

(a) Capital expenditure covers acquisitions for use in the United Kingdom of new and secondhand plant, machinery and vehicles, and new building work (excluding site values); expenditure in Great Britain for establishments not yet in production is included.
(b) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(c) References are to the revised Standard Industrial Classification (Consolidated Edition 1963).
Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in October was 1 per cent higher than the previous year, compared with increases of 4 per cent and 2 per cent in September and August respectively.

Food shops showed no change on a year earlier, clothing and footwear shops showed a decrease of 1 per cent and household goods shops showed an increase of 10 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st quarter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
2nd quarter	124	Nil	133	+ 1	108	— 7	118	+ 4	122	Nil
3rd quarter	123	+ 3	130	+ 5	105	— 3	120	+ 5	125	+ 4
1966 October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil
June	124	+ 3	133	+ 4	114	— 4	121	+11	117	+ 3
July	120	+ 4	126	+ 7	101	— 2	119	+ 5	123	+ 2
August	124	+ 2	129	+ 3	106	— 9	125	+11	130	+ 4
September	125	+ 4	135	+ 4	109	+ 1	117	Nil	122	+ 6
October	123	+ 1	125	Nil	111	— 1	127	+10	127	+ 2

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 24488, Ext. 213).

Index of retail prices for November

THE MINISTRY of Labour announce that at November 14, 1967 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 120.4 compared with 119.7 at October 17. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of eggs and tomatoes, and higher charges for electricity.

Foreign trade shipping movements at United Kingdom ports, 1965

THIS PUBLICATION is prepared annually by the Ministry of Transport and the statistical tables show:

(a) Analysis by four tonnage groups of vessels arriving at United Kingdom Ports – Tanker and Non-Tanker.
(b) Entrances and Clearances by flag and trading areas.
(c) Arrivals and Departures by port and trading area.

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Electric Lamps for July-September 1967
Manufactured Stationery and Allied Paper and Board Products for July-September 1967

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Index of industrial production for October

THE PROVISIONAL index of production for October 1967, prepared by the Central Statistical Office, was 132 (seasonally adjusted). For manufacturing industry alone the figure was 132.

For the three months August to October 1967 it is provisionally estimated that production as a whole was 0.4 per cent lower than in the preceding three months, May to July 1967; for manufacturing industries alone there was a decrease of 0.6 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table gives a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke-ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
Unadjusted:														
1966 2nd quarter	135	90	138	128	117	145	164	152	166	138	149	73	142	119
3rd quarter	125	76	128	121	115	133	160	144	163	127	142	74	119	106
4th quarter	136	91	136	126	120	138	167	153	169	138	162	76	122	106
1967 1st quarter	134	86	134	118	112	128	174	154	177	135	154	75	125	110
2nd quarter	136	90	138	127	118	142	175	149	179	139	156	74	134	110
3rd quarter	124	75	125	124	117	136	164	131	169	121	142	73	104	99
1967 Aug.	115	65	115	120	112	133	157	131	161	107	124	73	93	87
Sept.	134	81	137	127	122	136	175	142	180	134	157	73	112	113
Oct. (prov.)	137	89	138	127	123	136	173	143	177	134	153	73	121	119
Seasonally adjusted:														
1966 2nd quarter	133	88	136	124	117	137	161	149	163	136	150	73	134	116
3rd quarter	134	85	137	124	117	136	167	148	170	138	153	76	133	117
4th quarter	132	84	133	123	116	135	168	152	170	134	155	75	122	104
1967 1st quarter	132	87	134	124	116	139	171	155	173	133	152	75	123	108
2nd quarter	133	86	133	122	116	134	170	146	174	134	154	74	123	106
3rd quarter	133	84	134	126	119	139	171	136	176	133	153	75	118	109
1967 May	132	86	132	122	117	131	174	147	178	132	154	74	119	103
June	133	85	134	121	113	135	170	145	174	135	154	74	123	109
July	133	84	135	126	121	137	168	122	175	135	155	75	122	109
Aug.	133	85	133	126	118	141	172	140	177	132	152	75	116	108
Sept.	132	83	133	126	119	139	172	146	176	132	152	74	116	109
Oct. (prov.)	132	84	132	122	116	131	171	143	176	131	150	73	119	113
May-July (av.)	133	85	134	123	117	134	171	138	176	134	154	74	121	107
Aug.-Oct. (av.) (prov.)	132	84	133	125	118	137	172	143	176	132	151	74	117	110

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	138	151
Unadjusted:															
1966 2nd quarter	131	132	131	122	121	104	126	153	160	142	121	151	154	140	137
3rd quarter	114	115	113	113	109	91	124	149	155	139	123	133	145	141	120
4th quarter	121	120	125	118	117	96	123	151	156	143	123	140	153	142	171
1967 1st quarter	122	122	122	116	113	92	128	149	155	139	112	145	150	137	182
2nd quarter	123	123	124	114	115	93	117	161	171	145	127	149	157	145	145
3rd quarter	105	105	108	109	104	80	101	153	165	133	126	134	144	148	121
1967 Aug.	92	91	98	99	96	70	108	140	152	120	121	131	131		117
Sept.	121	122	118	122	115	91	138	164	180	139	137	143	162		132
Oct. (prov.)	121	120	125	126	125	86	133	163	176	143	137	158			152
Seasonally adjusted:															
1966 2nd quarter	128	128	128	123	122	104	130	151	156	142	120	147	152	139	151
3rd quarter	124	124	123	119	117	99	126	153	157	147	122	146	153	141	150
4th quarter	120	119	123	114	111	93	122	149	157	137	117	137	149	141	156
1967 1st quarter	118	118	120	116	113	90	125	151	160	139	121	143	153	140	153
2nd quarter	118	117	120	114	113	90	120	156	164	143	124	142	151	143	160
3rd quarter	114	113	118	115	111	88	124	157	168	140	126	146	151	147	150
1967 May	116	115	120	111	113	89	111	156	160	148	124	142	149		162
June	117	117	117	115	113	88	122	155	165	141	128	145	149		154
July	114	113	122	117	114	89	126	155	164	139	126	150	151		146
Aug.	112	110	119	114	110	87	124	158	168	143	130	146	151		152
Sept.	116	117	113	113	110	87	121	158	171	138	121	143	150		152
Oct. (prov.)	116	115	121	114	114	82	117	154	169	131	124	148			156
May-July (av.)	116	115	120	114	113	89	120	155	163	143	126	146	151*		154
Aug.-Oct. (av.) (prov.)	115	114	118	114	111	85	121	157	169	137	125	146	151*		153

*Latest available 3 months (July-September) and previous 3 months (April-June).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, December 22, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Commuter	Br/E 32794	16	December 19	Contemporary Films Ltd.	Tom Misha Norland
Bedazzled	Br/E 32803	104	December 20	Twentieth Century-Fox Film Co. Ltd.	Stanley Donen Enterprises Ltd.
Five Golden Dragons	Br/E 32804	70	December 20	Warner-Pathe Distributors Ltd.	Blansfilm Ltd.
Pathe Pictorial Series 677/689: *Pathe Pictorial No.* 680	Br/E 32805	8	December 20	" "	Associated British-Pathe Ltd.
Pathe News 67-101	Br/E 32339	8	December 22	" "	" "
Pathe News 67-102	Br/E 32340	8	December 22	" "	" "
Movietone News 2010	Br/E 32473	7	December 22	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2010A	Br/E 32474	8	December 22	" "	" "
FOREIGN					
The Second Sin	F 32791	85	December 18	United Artists Corp. Ltd.	Killarney Film Studios, Johannesburg.
Fancy Plants	F 32792	7	December 18	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
A	F 32793	9	December 18	Contemporary Films Ltd.	Argos Films, Neuilly-Sin-Seine.
Sex Quartet	F 32795	110	December 19	Gala Film Distributors Ltd.	Documento Film, Rome.
Die Fledermaus	F 32796	98	December 19	" "	Palladium, Copenhagen.
Duped Deputy	F 32797	6	December 20	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Home Cookin'	F 32798	6	December 20	" "	" "
Penguin Panic	F 32799	7	December 20	" "	" "
Home Guard	F 32800	6	December 20	" "	" "
Doomsday	F 32801	7	December 20	" "	" "
Invitation to Paradise	F 32802	19	December 20	" "	Movietone News Inc.

Cinema admissions and takings in September

DURING September, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 6.1 million, and the weekly average of gross box office takings was £1.26 million.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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Exhibitions and Fairs

British Shopping Week to be held in Lille

Monsieur Jacques Raille, chairman of the Lille British Week Committee.

FOLLOWING THE SUCCESS of the major British Week in Lyon in October 1966, consideration was given in Lille to holding a British Shopping Week there at a suitable future date.

The major British Week in Europe in 1967 was at Brussels (September 29 - October 7), only a short distance from Lille, and a representative group from Lille took the opportunity to visit Brussels during the Week. They were highly pleased with what they saw, with the result that a British Shopping Week will now be held in Lille during the period October 11-19, 1968.

Two working committees have already been established in Lille, one concerned with the most important commercial aspects of the event and the other with the supporting programme. Co-operation between the Lille Muncipality, the British Consulate-General in Lille, the British Embassy in Paris, the Board of Trade and BNEC/ECE is already well established. The shops in the target area of Lille will be visited to ascertain their commercial needs whilst a strong supporting programme will be arranged.

Inquiries about this event should be addressed to G. F. Snell, British Weeks and Store Promotions Directorate, Board of Trade, Kingsgate House, Victoria Street, London, S.W.1 (Tel. Tate Gallery 1288, Ext. 7249).

Continuing growth of gifts goods exports

THE 'WONDERFUL EXPORT STORY' of goods from the gift industry was referred to by Mr. Elkan Simons, chairman of the Export Council, of the Gifts Industry, at the ninth Wholesale Buyers' Gifts Fair, at the Mount Royal Hotel, in London, earlier this month.

'Ten years ago,' said Mr. Simons, 'the total export value of goods from the gifts industry amounted to some £50 million. In 1966 this had grown to £125 million, and this is by no means the end. Within the next ten years, with real effort, I see no reason why this figure should not be doubled. This is one industry which is bound to expand as living standards rise across the world.'

BRITISKE UGER I DANMARK
24 APRIL–14 JUNI 1968

KØB BRITISK

The symbol for the British Trade Drive in Denmark which takes place from April 24 to June 14, 1968. The trade drive embraces a British Agricultural Machinery and Equipment exhibition; an International Fisheries Fair; a British Shopping Week in Esbjerg; a Food Fortnight at IRMA-A/S, a food retail chain; a British Fortnight at Schou, one of Denmark's leading general chain stores; a nation-wide Hardware Stores promotion; a British Nuclear Week, etc. Manufacturers are invited to call Mr. P. Hooper (01-222 7877, *Ext.* 2755) *in connection with consumer goods promotions and Mr. I. F. Stephen* (01-222 7877, *Ext.* 2790) *in connection with exhibitions and fairs.*

A New Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

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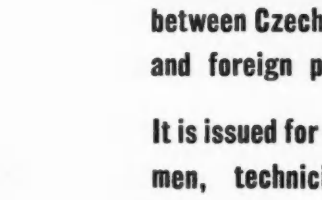

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IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in New Zealand.

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Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from New Plymouth to Wellington or the advantages of a private company. You may just want to know how hot it gets on the Clutha or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in our many booklets, all available *free*.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Poland

ARRANGEMENTS for Anglo-Polish trade during the 12 months ending December 31, 1968 were concluded and signed in Warsaw on December 20, 1967.

The arrangements follow the pattern for 1967, with increases in some of the export and import quotas. The new arrangements will come into effect on January 1, 1968 and are reproduced below.

Annex A is a general list of goods which cannot be freely imported and require a specific licence. For some of these goods a quota appears in Annex B which enables them to be imported under specific licence up to the level of the quota. Of the various Polish goods not appearing in Annex A, some may be imported under Open General Licence and others under Open Individual Licence.

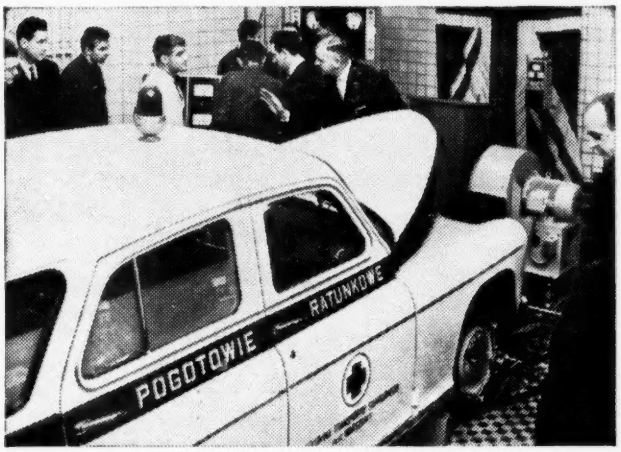
The general prohibitions and restrictions relating to imports from and exports to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

ANNEX A

Goods the import of which remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals)
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06)
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal)
Chapter 65
Heading 17.02 (G) (1) Lactose
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 27.13 (except mineral waxes)
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice
Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Matches (excluding Bengal matches)
Cigars
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
Rubber footwear
Flat glass 3 mm. nominal thickness and less
Enamelled hollow-ware
Cutlery being knives (other than machine knives and surgeons' knives) sharpening steels, spoons and forks, scissors and shears, and long-handled razors
Typewriters and parts
Transistorized radio and television receivers
Electronic valves and tubes, and semi-conductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)



Mr. Thomas Brimelow, British Ambassador in Poland, recently opened a working exhibition of Crypton equipment in Warsaw. The picture shows Polish technicians inspecting the range of Crypton equipment, which included a Crypton Heenan Rolling Road and a brake tester. The ambulance is seen being tested on the Rolling Road.

Aircraft of an all-up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop watches)
Watch parts (other than watch glasses or cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition
Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence

ANNEX B

Polish goods listed in Annex A for import into the United Kingdom during the period January 1, 1968 to December 31, 1968

Item No.	Description		Value £'000 c.i.f. unless otherwise specified
1	Bacon		Tons 50,900 (a)
2	Butter		Tons 17,210 (a)
3	Canned or fully cooked meat		3,835
	(i) Ham and pork loin	1,800	
	(ii) Other pigmeat	1,800	
	(iii) Poultry	235(b)	
4	Dried, salted, smoked, pickled or cooked open pack meat		450
5	Cheese		140
6	Lactose		p.m.
7	Potatoes:		
	(i) New		p.m.
	(ii) Other		p.m.
8	Poultry, fresh or frozen		p.m. (b)
9	Jams and jellies (of which not more than 1,100 tons for blackcurrant, plum, raspberry and strawberry taken together)		Tons 1,500
10	Canned or bottled fruit grown in Poland including preserved cherries in barrels (of which not more than £80,000 for apples, pears, plums, strawberries, raspberries and blackcurrants taken together)		190
11	Fruit juices, sweetened or unsweetened and fruit must		75
	Apple, blackcurrant and pear juices and syrups	40	
	Fruit must of apples, blackcurrants and pears	35	
12	Pulp of fruit grown in Poland (of which not more than 750 tons for strawberry, raspberry and apple taken together and not more than 200 tons for blackcurrants)		Tons 2,400
13	Apples and pears		Tons 225 (c)
	Period January 1 to June 30	165	
	Period July 1 to December 31	60	
14	Deep frozen fruit (of which not more than 75 tons each for strawberries and raspberries and not more than 600 tons for blackcurrants)		Tons 950
15	Fresh vegetables not elsewhere specified in this Annex		Tons 400
16	Frozen vegetables, other than potatoes		Tons 200
17	Canned or bottled vegetables other than potatoes		45

(Continued on next page)

UNITED KINGDOM AND POLAND, *continued*

Item No.	Description	Value £'000 c.i.f. unless otherwise specified
18	Dried vegetables, other than potatoes and mushrooms	40
19	Dried and powdered mushrooms	60
20	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot, cauliflower or onions	155
21	Vegetables provisionally preserved containing cauliflower or onions	55
22	Onions including shallots (of which not more than 10,000 tons during the period August 1 to November 30)	Tons 28,000
23	Sporting ammunition	5
24	Table and fancy pottery (of which not more than £15,000 for ornamental ware)	100
25	Flat glass 3 mm. nominal thickness and less	100
26	Glass Christmas tree ornaments	60
27	Handicraft textile articles (subject to type) including hand-painted table covers	20
28	Toys and games	260
29	Matches	20
30	Textile haberdashery (subject to type)	50
31	Fabrics and made-up goods (other than clothing, lace or net) of cotton	120
32	Fabrics and made-up goods (other than clothing) of wool	20
33	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres	200
34	Plush fabrics (of which not more than £40,000 for fabrics made wholly or mainly of cotton)	120
35	Linen fabrics and manufactures thereof:	
	(i) Linen tea towels and tea towelling	sq. yds. 90,000
	(ii) Other	41
36	Ready-made clothes of textile materials (of which not more than £70,000 for clothes wholly or mainly of cotton)	615
37	Stockings and socks	100
38	Tanned pigskins	175
39	Rough tanned and finished calfskins	20
40	Leather gloves	20
41	Rubber footwear	75
42	Enamelled hollow-ware	50
43	Cutlery and parts (of which not more than £20,000 for stainless steel cutlery and parts)	35
44	Alarm clocks and parts	15
45	Aircraft of an all-up weight over 4,500 lb.	p.m.
46	Bicycles and parts	30
47	Motor bicycles, scooters, mopeds and parts	10
48	Electronic valves and tubes and semi-conductors	75
49	Transistorized radio and television receivers	30
50	Man-made fibres, staple and filament (subject to type)	150
51	Cotton tents	7·5
52	Grass seed	10 (d)
53	Hat bodies	5

Notes:
(a) Basic quota for the period April 1, 1967, to March 31, 1968, under the general arrangements for this commodity. Import facilities were given for an additional 1,800 tons of butter in this period. A new quota will be introduced on April 1, 1968.
(b) Imports subject to the Poultry Carcases Landing Order, 1955.
(c) Licences will be allocated by the United Kingdom authorities.
(d) Subject to quality control.

ANNEX C

United Kingdom goods for import into Poland during the period January 1, 1968 to December 31, 1968

PART I

The Government of Poland undertake to give general facilities for the import of goods not listed in Part II of this list and to give facilities especially for the following types:

Animals for breeding
Various seeds including grass seed
Cotton yarn and silk yarns
Man-made staple fibres and continuous filament yarn and tow; cordage yarn of man-made fibres; non-tarnishing metallic thread
Nets, netting, cordage, cables, ropes and twine of all kinds
China clay
Vitreous enamelling frits
Veneers
Leather and glues for the leather industry
Leather cloth and table oil baize
Chemicals and pharmaceuticals not elsewhere specified
Plastic materials, including sheeting and floor covering, PVC belting, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates
Dyestuffs and auxiliary materials, including intermediates, for the production of dyes
Pigments (including titanium) and aluminium paste; printers' ink
Synthetic iron oxide, zinc oxide, zinc dust and red lead
Synthetic rubber
Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, rubber mattresses and pillows, latex foam products, printers' blankets, gutta percha products and latex compounds
Various paper and paper products and transparent cellulose film
Mineral manufactures, including asbestos, carbon and graphite products, silicon carbide products, crucibles and refractories, thermal insulation and abrasives
Glassware and flat glass
Building materials
Civil engineering, building and constructional plant and equipment, industrial trucks and mechanical handling equipment (including excavator cranes and hoists)
Complete factories and plant
Machine tools
Pumps, air and gas compressors and industrial valves
Ball and roller bearings
Machinery and equipment for the typographic (printing and book-binding machinery) and graphic arts industries and parts
Machinery and equipment (and parts) for the following industries:
Chemical and pharmaceutical; food and drink preparing, processing, packing, bottling and sterilizing; textile and fibre working (including industrial sewing machines); mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve making; laundry and dry cleaning; boot and shoe making and repairing; radio and television (including valves, tubes, and other components); agricultural and horticultural (including tractors)
Machinery belting and fire resistant belting
Refrigerating equipment and parts (industrial and commercial)
Portable power tools not elsewhere specified
Civil airliners, aero engines and aircraft equipment
Ships
Marine engines (over 1,500 b.h.p.) and parts
Other internal combustion engines and parts
Marine generators and auxiliary equipment therefor
Ships' fittings and equipment including chain and chain cable
Navigation and signalling equipment, including sextants
Communication, navigational aid and radar equipment
Radio and television equipment of all kinds not elsewhere specified, including components and parts
Telecommunication equipment
Boilers and boiler plant and parts
Equipment for electrical power-stations, including transformer sub-station rectifiers and high and low tension apparatus
Furnaces and parts thereof
Diesel driven generating sets and turbo blowers of all kinds
Electric motors (including fractional horse-power motors)
Electrical cables, wires, strips and strands, including PVC and other insulated
Electrical insulating products of all kinds
Commercial vehicles, chassis and parts
Service station technical equipment
Railway locomotives, rolling stock and equipment, including springs
Tools, implements and engineers' gauges and measuring instruments
Welding and gas cutting equipment
Scientific, industrial, medical, dental, optical instruments and equipment of all kinds
Photograph and cinematographic apparatus and equipment
Automatic data processing equipment
Office machinery, including typewriters, calculating machines and duplicators and plates and supplies therefor
Weighing machinery
Fire extinguishing equipment
Precision chain
Liquid gold, liquid platinum, lustres
Enamel colours for glass and pottery
Platinum gauzes, platinum-rhodium theromocouple wire and platinum metal catalysts
Tungsten carbide and vanadium carbine
Ferro vanadium 50%
Alloys of copper used in the manufacture of components for switchgear
Ferrous metals and manufactures
Non-ferrous metals and manufactures
Adhesive tapes of all kinds

PART II

The following quotas are established:

Item No.	Description		Quota £'000 f.o.b.
1	*Textiles and clothing*		660
	(a) Wool piece-goods	50	
	(b) Man-made fibre fabrics	100	
	(c) Lace and lace net	10	
	(d) Cotton fabrics, cashmere, felt and tanners' plush, elastic fabric and elastic net, linen harness thread, narrow fabrics and textile consumer goods not elsewhere specified	100	
	(e) Footwear	50	
	(f) Hosiery and knitwear	200	
	(g) Clothing not elsewhere specified including headwear	150	
2	*Vehicles* and tyres, other than commercial, including motor cars, parts and chassis thereof; motor cycles, including scooters and mopeds, and parts; bicycles and parts; engine oils and other accessories		650
3	*Periodicals and books*		225
4	*Exposed films*		100
5	*Miscellaneous foodstuffs*, including fish of all descriptions (including herring); bone meat meal; coffee and coffee and chicory extracts and essences, cocoa powder; blended and other teas; flavouring essences, essential oils and food colours and sauces; whisky and other spirits and beer; chocolate and sugar confectionery; medicinal cod liver oil produced in the United Kingdom; biscuits, medicinal herbs; pectin		800
6	*Miscellaneous consumer goods*, not elsewhere specified including domestic electrical appliances and equipment of all kinds; domestic radio and television equipment, components and parts thereof including valves and transistors; tape recorders, components and parts, recording tapes, record players and gramophones with electric amplifiers, components and parts; other electrical goods not elsewhere specified; paints and varnishes; photographic paper, roll films, sheet film and plates including X-ray membranes, sensitized and micro-film for document copying and recording; sewing machines (domestic) and parts including needles; polishes, creams and dressings for footwear, furniture, floors, metal and stoves; toilet preparations, soap, cosmetics, detergents and raw materials therefor; razors and razor blades; cutlery; mechanical lighters (including electrical); jewellery and costume jewellery; cigarettes and tobacco; musical instruments and equipment including felts for musical instruments and pianoforte key ivory; sports goods and toys; brushes, industrial and artistic; ink, fountain pens, ballpoint pens and other writing accessories including stainless steel nibs; gramophone records including language teaching records; leather and plastic articles and gloves; non-industrial liquid fuelled heating, lighting and cooking apparatus; flatware, table and hollow-ware, pressure cookers and domestic hardware; domestic furniture; floor coverings; pharmaceuticals in retail packs		1,215

TRADE WITH RUSSIA

Delegations from the USSR representing the food, building and motor industries and science and technology, have been visiting British firms.

A delegation from the Soviet Ministry of Construction for Building and Municipal Engineering visited Priestman Brothers Limited, Hull, recently. The Soviet delegation comprised Mr. Vasily Ivanovich Givhov (head of Special Construction Bureau); Mr. Vladimir Ivanovich Paremyslovsky (chief engineer – Central Mechanical Design Office, Moscow); Mr. Fedor Plohotnikov (interpreter) (Deputy head of Special Bureau at the Research Institute for Building Machines); Mr. Leonid Vladimirovich Zaitsev (Deputy head – Union Research Institute for Construction Machinery); Mr. Georgy Dimitrievich Fedorov (chief engineer – Special Construction Bureau of Heavy Cranes, Odessa); Mr. Anatoly Pavlovich Zaichenko (Chief of Technical Bureau for Heavy Cranes, Odessa).

A group of 30 Russian motor industry technicians, while on a tour of inspection of the British transport industry, visited the Ministry of Transport's heavy vehicle testing station at Hendon on December 12. Part of the group is seen here with a Leyland Beaver articulated vehicle which was used with a Scammell Contractor to demonstrate testing methods at the station.

Tunisia and Czechoslovakia

THE TUNISIAN *Journal Officiel* of November 21-24, 1967, announced details of the trade agreement of 1964 between Tunisia and Czechoslovakia as it applies for 1967. Quotas under the agreement are generally similar to those in force for 1966 but additional Tunisian exports to Czechoslovakia will include metallurgical phosphates, casks, jute fabrics and sacks and hides.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 467).

Mr. Klemenchuk, Minister for the Food Industry of the RSFSR, visited the United Kingdom recently to discuss APV developments in the field of continuous brewing and fermenting, and of automation. Discussions were held at the APV Company works in Crawley and visits were paid to the Mortlake Brewery of Watney, Combe, Reid Ltd. to see the APV-equipped continuous brewhouse, as well as to the Holyrood Brewery of Scottish & Newcastle Breweries Ltd., to see the APV-automated Phase VI Tank Room. The picture, taken at Crawley, shows (from left to right) Mr. Klemenchuk; Mr. Zharsky, deputy chairman of the Ministry of Food, Russian Federation of the USSR; Mr. T. F. S. Cooper, APV Exports Ltd. (brewery sales manager), Mrs. Lukynova, interpreter from the Committee of Science & Technology; and Mr. Landa, consultant.

Members of a Russian delegation of the State Committee for Science and Technology visited the offices and works of Durapipe and Fittings Ltd., West Drayton, recently. The visit which was arranged with the Russian Embassy some weeks ago, was designed to help their experts evaluate the applications for plastics in the plumbing, heating and ventilating industries. A tour of the company's works, where thermoplastic pressure pipes and fittings are made, and a visit to a nearby large installation were included. Picture shows Mr. John A. Howie, centre, director and general manager of Durapipe & Fittings Ltd., demonstrating an all-plastic diaphragm valve to the Russian delegation.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 404 *and* 406. *Telex* 25977 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at* 2s. *each. Remittance with order please.*

ALGERIA

(252/67) Fire Fighting Vehicles for Le Service National de la Protection Civille. (Further Information.) Closing date now announced as January 17, 1968. E.S.B. 44174/67.*

AUSTRALIA

(251/67) Hospital Extension for Calvary Hospital, North Adelaide. February 14, 1968. E.S.B. 45155/67.
(248/67) Steel Lighting Lanterns for Capricornia Regional Electricity Board. January 17, 1968. E.S.B. 44800/67.*
Commonwealth Railways:
(251/67) Railway Wheel and Axle Sets. January 16, 1968. E.S.B. 45123/67.
(251/67) Roller Bearings Axleboxes. January 16, 1968. E.S.B. 45124/67.
(251/67) Generating Sets for Contract Board. January 18, 1968. E.S.B. 45125/67.
(249/67) Construction of International Airport Terminal Complex for Department of Works. January 30, 1968. E.S.B. 44971/67.
(248/67) Relay and Metering Equipment for Electricity Commission of New South Wales. January 22, 1968. E.S.B. 44790/67.
(248/67) Transformers for Hydro-Electric Commission. (Further Information.) Tender documents now available. E.S.B. 44017/67.*
(251/67) Transformers for Northern Electric Authority of Queensland. February 21, 1968. E.S.B. 45122/67.*
Postmaster General's Department:
(248/67) Telephone Receiver Insets. (Further Information). Tender documents now available. E.S.B. 44458/67.*
(248/67) Accounting Machine. (Further Information.) Tender documents now available. E.S.B. 44459/67.*
(248/67) Telephone Lamps and Accessories. February 22, 1968. E.S.B. 44919/67.
248/67) Telephone Switchboard Components. February 6, 1968. E.S.B. 44918/67.
(251/67) Disc Wheels for Victorian Railways. January 10, 1968. E.S.B. 45131/67.

BRAZIL

(249/67) Refrigeration Plant for Centrais Electricas de Sao Paulo S/A. January 31, 1968. E.S.B. 44927/67.
(250/67) Construction of Underground Railway for Prefeitura do Municipio de Sao Paulo. January 8, 1968. Tender documents now available. E.S.B. 40239/66.

BURMA

(252/67) Textiles and Sewing Accessories for Ministry of Defence. February 10, 1968. E.S.B. 45184/67.*
(251/67) Newsprint for Paper Printing and Photographic Stores. (Further Information.) Tender documents now available. E.S.B. 44184/67.*
People's Oil Industry:
(252/67) Laboratory Fittings. February 10, 1968. E.S.B. 45167/67.*
(252/67) Laboratory Apparatus. January 15, 1968. Tender documents now available. E.S.B. 45168/67.*
(252/67) Hydrometers; Thermometers. February 28, 1968. Tender documents now available. E.S.B. 45170/67.*
(252/67) Tents. January 13, 1968. Tender documents now available. E.S.B. 45171/67.*
(252/67) Corrugated Iron Sheets. February 28, 1968. Tender documents now available. E.S.B. 45173/67.*
(252/67) Miscellaneous Spare Parts. January 15, 1968. 45174/67.*
(252/67) Radio Equipment, Tools and Accessories. January 15, 1968. E.S.B. 45175/67.
(252/67) Laboratory Apparatus. January 15, 1968. E.S.B. 45176/67.*
(252/67) Ball Bearings. February 28, 1968. E.S.B. 45177/67.*
(252/67) Wire Rope. February 28, 1968. Tender documents now available. E.S.B. 45180/67.
(252/67) Brushes. February 28, 1968. Tender documents now available. E.S.B. 45181/67.*
(252/67) Packing and Jointing Materials. February 28, 1968 Tender documents now available. E.S.B. 45183/67.*

CAMEROON

(249/67) Construction of Bridge and Approaches for M Le Chef des Affaires Administratives et Financieres de Secretariat D'etat aux Travaux Publics. (Further Information.) Tender documents to be limited to member countries of the EEC. E.S.B. 41651/67.

CANADA

(251/67) Generators for Manitoba Hydro. (Further Information.) Closing date postponed to January 15, 1968. E.S.B. 42051/67.*

CANARY ISLANDS

(251/67) Road Works for Direccion General de Correteras y Caminos Vecinales. March 20, 1968. E.S.B. 45126/67.
(249/67) Hospital Project for Teneriffe Island Council. (Further Information.) Tender documents now available. E.S.B. 12872/65.*

CEYLON

(249/67) Contractor's Plant for Colombo Port Commission January 10, 1968. E.S.B. 44953/67.
(251/67) Office Equipment for River Valleys Development Board. January 16, 1968. E.S.B. 45130/67.

CHILE

(252/67) Circuit Breakers for Empresa Nacional de Electricidad S.A. February 29, 1968. E.S.B. 45185/67.

CYPRUS

Electricity Authority:
(248/67) Electrical Supplies. January 30, 1968. E.S.B. 44921/67.*
(248/67) Conductor and Cables. January 22, 1968. E.S.B. 44922/67.*

FORMOSA

Central Trust of China:
(249/67) Dry Cells and Mercury Cells. January 17, 1968. E.S.B. 44955/67.*
(249/67) Industrial X-Ray Unit Accessories. January 12, 1968. E.S.B. 44960/67.*
(249/67) Vibration Meter. January 12, 1968. E.S.B. 44961/67.*
(249/67) Dumping Trucks. January 18, 1968. E.S.B. 44965/67.*
(249/67) Sewing Machine. January 15, 1968. E.S.B. 44966/67.*
(249/67) Valves. January 16, 1968. E.S.B. 44967/67.*
(249/67) Control Valves. January 16, 1968. E.S.B. 44968/67.
(249/67) Electrical Supplies. January 16, 1968. E.S.B. 44969/67.*

GREECE

(248/67) Lubricating Oils for Ministry of Commerce. January 15, 1968. E.S.B. 44786/67.*
Public Power Corporation:
(248/67) Insulators. January 15, 1968. E.S.B. 44787/67.
(248/67) Distribution Accessories. January 15, 1968. E.S.B. 44788/67.
(248/67) Distribution Accessories. January 16, 1968. E.S.B. 44789/67.
(250/67) Armature Wire. January 12, 1968. Tender documents now available. E.S.B. 44988/67.
(250/67) Terminal Clips. January 20, 1968. Tender documents now available. E.S.B. 44989/67.
(248/67) Milking Machines for Ministry of Trade. January 15, 1968. E.S.B. 44795/67.*
(250/67) Communication Satellite Earth Station for Tenders Committee of O.T.E. March 5, 1968. E.S.B. 45107/67.*

GUATEMALA

Instituto Nacional do Electrification (INDE):
(250/67) Civil Works. Closing date postponed to February 15, 1968. E.S.B. 39969/67.*
(250/67) Steam Generating Plant Equipment. Closing date postponed to February 8, 1968. E.S.B. 40476/67.*

INDIA

Bhabha Atomic Research Centre:
(251/617) Test Chamber. (Further Information.) Tender documents now available. E.S.B. 43697/67.*
(251/67) Pulse Generator. (Further Information.) Tender documents now available E.S.B. 43696/67.*
(251/67) Microscope. (Further Information.) Tender documents now available. E.S.B. 43699/67.*
(251/67) Ribbon Blender. (Further Information.) Tender documents now available. E.S.B. 43698/67.*
(251/67) Line Assembly. (Further Information.) Tender documents now available. E.S.B. 43700/67.*
(251/67) Sterilizer. (Further Information.) Tender documents now available. E.S.B. 44046/67.*
(251/67) Polyacrylamide Electrophoresis Apparatus. (Further Information.) Tender documents now available. E.S.B. 44048/67.*
(251/67) Microscopes. (Further Information.) Tender documents now available. E.S.B. 44049/67.*
(251/67) Ultrasonic Disintegrators. (Further Information.) Tender documents now available. E.S.B. 44051/67.*
(251/67) Potentiometric Recorder. (Further Information.) E.S.B. 44045/67.*
(251/67) Microdensitometer. (Further Information.) E.S.B. 44047/67.*
(251/67) Microscope (2). (Further Information.) E.S.B. 44050/67.*
(251/61) Microtomes. (Further Information.) Tender documents now available. E.S.B. 44052/67.*
(250/67) Die Machining Unit. (Further Information.) Tender documents now available. E.S.B. 44054/67.*
(251/67) Lead Plugs. (Further Information.) E.S.B. 44057/67.*
Directorate General of Supplies and Disposals:
(248/67) Grinding Machine. January 19, 1968. E.S.B. 44940/67.*
(248/67) Polishing Machines. January 17, 1968. E.S.B. 44943/67.*
(248/67) Engraving Machine. January 18, 1968. E.S.B. 44942/67.*
(248/67) Lens Curve Generators. January 16, 1968. E.S.B. 44941/67.*
(249/67) Jig Boring Machine. January 16, 1968. E.S.B. 44947/67.*
(249/67) Glass Drilling Machine. January 19, 1968. E.S.B. 44946/67.*
(249/67) Engraving Machine. January 16, 1968. E.S.B. 44950/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10s.

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7058, *Telex* 25977, *AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.*

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(249/67) Capstan Lathe. January 16, 1968. E.S.B. 44949/67.*
(250/67) Telephone Cable. January 9, 1968. Tender documents now available. E.S.B. 44995/67.*
(251/67) Automatic Centring and Edging Machines. January 23, 1968. E.S.B. 45139/67.*
(251/67) Lens Grinding Machines. January 23, 1968. Tender documents now available. E.S.B. 45140/67.*
(251/67) Drying Chamber for Hindustan Aeronautics Ltd. January 10, 1968. Tender documents now available. E.S.B. 45119/67.*
(251/67) Load Despatch Equipment for Hoyna Hydro Electric Project. February 12, 1968. Tender documents now available. E.S.B. 45120/67.*
(251/67) Switchgear for Hydel Designs Directorate. (Further Information.) Tender documents now available. Equipment will be purchased from indigenous sources. E.S.B. 43866/67.*
(250/67) Electronic Valves for Madras State Electricity Board. January 24, 1968. E.S.B. 45115/67.*
(250/67) Steel Plates for Ministry of Railways. January 20, 1968. E.S.B. 45116/67.*
Railway Stores, Railway Board:
(251/67) Locomotive Axles. (Further Information.) Tender documents now available. E.S.B. 44466/67.*
(251/67) Wheels and Axles. January 24, 1968. Tender documents now available. E.S.B. 45138/67.*

IRAN

(251/67) Fishplates for Iranian State Railways. January 20, 1968. E.S.B. 45118/67.*
Iranian Tobacco Monopoly:
(251/67) Cigarette Paper. February 17, 1968. E.S.B. 45121/67.*
(251/67) Cellulosic Film. February 19, 1968. E.S.B. 45128/67.*

IRAQ

(251/67) Cigarette Paper and Filters for Ministry of Industry. January 15, 1967. E.S.B. 45113/67.*

JORDAN

(249/67) Fire Fighting Materials for Jordan Petroleum Refinery Co. Ltd. January 16, 1968. E.S.B. 44928/67.*

LEBANON

(251/67) Stationery Supplies for United Nations Relief and Works Agency for Palestine Refugees. January 4, 1968. E.S.B. 45117/67.*

LIBYA

(249/67) Construction of Sports City for The Ministry of Public Works. (Further Information.) Tender documents now available. E.S.B. 44721/67* and 44722/67.*

MALTA

(248/67) Paper for Director of Contracts. January 11, 1968. E.S.B. 44779/67.*
(248/67) Dairy Equipment for The Treasury. January 11, 1968. E.S.B. 44778/67.*

NEW ZEALAND

(249/67) Underground Cable for Christchurch Municipal Electricity Department. (Further Information.) Tender documents now available. E.S.B. 44024/67.*
(248/67) Pumping Plant for Dunedin City Corporation. January 26, 1968. Tender documents now available. E.S.B. 44736/67.*
(250/67) Compandor for General Post Office, Wellington. January 24, 1968. E.S.B. 45108/67.*
(249/67) Paper for Government Printing Office. January 15, 1968. E.S.B. 44954/67.*
Ministry of Works:
(250/67) Gloves. January 29, 1968. E.S.B. 45110/67.*
(250/67) Coating of Line Pipe. January 16, 1968. E.S.B. 45111/67.*
(250/67) Railway Wagons for New Zealand Government Railways. February 28, 1968. Tender documents now available. E.S.B. 45109/67.*

NICARAGUA

(248/67) Generators for Empresa Nacional de Luz y Fuerza. January 22, 1968. E.S.B. 44784/67.

PAKISTAN

(248/67) Pumps and Pumping Equipment for Chittagong Water Supply and Sewerage Authority. March 16, 1968. E.S.B. 44917/67.
Director of Supply:
(248/67) Chemicals. February 8, 1968. E.S.B. 44791/67.*
(248/67) Steel Billet. January 31, 1968. E.S.B. 44792/67.*
(248/67) Cement. February 5, 1968. E.S.B. 44793/67.*
(248/67) Pumps and Accessories. January 16, 1968. E.S.B. 44794/67.*
Pakistan Eastern Railway:
(248/67) Pig Iron. January 10, 1968. E.S.B. 44909/67.
(248/67) Steel Tees and Plates. January 13, 1968. E.S.B. 44910/67.*

PERU

(248/67) Penstock and Distribution for Lima Light and Power Company. February 29, 1968. E.S.B. 44796/67.

PHILIPPINES

(248/67) Steel Pipes and Fittings for National Waterworks and Sewerage Authority. (Pre-qualification.) January 19, 1968. E.S.B. 44916/67.*

SAUDI ARABIA

(248/67) Blankets for Headquarters of National Guard. January 10, 1968. E.S.B. 44926/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(248/67) Fuel Trucks. February 2, 1968. E.S.B. 44739/67.*
(248/67) Power Shovel. February 9, 1968. E.S.B. 44737/67.*
(248/67) Excavators. February 2, 1968. E.S.B. 44738/67.*
(248/67) Welding Outfits. January 26, 1968. E.S.B. 44740/67.*
(248/67) Welding Sets. January 26, 1968. E.S.B. 44741/67.*
(250/67) Laboratory Equipment. January 12, 1968. E.S.B. 44996/67.*
(250/67) Electric Lighting Plant. January 16, 1968. E.S.B. 44997/67.*
(250/67) Hydraulic Platform for Durban Electricity Department. January 26, 1968. E.S.B. 44998/67.*
State Tender Board:
(248/67) Tautening Dope. January 22, 1968. E.S.B. 44770/67.*
(248/67) Camera. January 15, 1968. E.S.B. 44774/67.
(248/67) Cellulose Lacquer. January 23, 1968. E.S.B. 44771/67.*
(248/67) Compressors. January 18, 1968. E.S.B. 44772/67.*
(251/67) Fibre Board. January 25, 1968. E.S.B. 45127/67.*
(251/67) Spanners and Sockets. January 25, 1968. E.S.B. 45133/67.*
(251/67) Drilling Equipment. January 18, 1968. E.S.B. 45134/67.*
Town Clerk's Office, City Hall:
(250/67) Transformers. January 26, 1968. E.S.B. 44993/67.*
(250/67) Switch Panel. January 26, 1968. E.S.B. 44994/67.

SUDAN

(248/67) Deep Well Pumps for Rural Water and Development Corporation. January 10, 1968. E.S.B. 44777/67.*
(249/67) Galvanized Piping and Flanges for Sudan Gezira Board. January 10, 1968. E.S.B. 44970/67.*

THAILAND

(251/67) Insulators for Provincial Electricity Authority. (Further Information.) E.S.B. 44095/67.*
State Railway of Thailand:
(249/67) Hoist. January 18, 1968. E.S.B. 44931/67.
(249/67) Fork Lift Truck. January 16, 1968. E.S.B. 44933/67, 44934/67.
(249/67) Rubber Testing Machine. January 25, 1968. E.S.B. 44952/67.
(249/67) Water Pump. January 22, 1968. E.S.B. 44938/67.
(249/67) Punching Machine. January 15, 1968. E.S.B. 44937/67.*
(249/67) Steel. January 22, 1968. E.S.B. 44936/67.
(249/67) Thread Rolling Machine. January 23, 1968. E.S.B. 44935/67.*
(248/67) Towing Car. January 24, 1968. E.S.B. 44939/67.

TURKEY

(248/67) Insulators for Etibank General Management. January 16 1968. E.S.B. 44765/67.
(250/67) Newsprint for Turkiye Seluloz Ve Ka Git Fabrik Alari Isletmesi Genel Mudurlugu Izmit. January 15, 1968. E.S.B. 44992/67.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(249/67) Steel Wire Rope. January 31, 1968. E.S.B. 44945/67.
(249/67) Locomotive Axles. January 15, 1968. E.S.B. 44944/67.

VENEZUELA

(248/67) Road Works for Ministerio de Obras Publicas. (Pre-qualification.) January 22, 1968. E.S.B. 44923/67 and 44924/67.

ZAMBIA

Central Supply and Tender Board:
(250/67) Hospital Plant and Equipment. January 19, 1968. E.S.B. 44999/67.*
(250/67) Hospital Gas and Vacuum Installation. January 19, 1968. E.S.B. 45101/67.*
(250/67) Sterilizers. January 19, 1968. E.S.B. 45102/67.*
(250/67) Air Conditioning Plant. January 19, 1968. E.S.B. 45000/67.*
(250/67) Drugs and Chemicals. January 19, 1968. E.S.B. 45103/67.*
(250/67) Hospital Equipment (1). January 19, 1968. E.S.B. 45104/67.*
(250/67) Hospital Equipment (2). January 19, 1968. E.S.B. 45105/67.*
(249/67) Construction Projects for Industrial Development Corporation of Zambia Ltd. (Pre-qualification.) E.S.B. 45080/67.

Agency and export opportunities on next page.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, *Ext.* 427, *Telex* 25977, *AB: Bothillgate, Ldn.) at* 2*s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.*

Algeria
(251/67) Inquiry for tubing. E.S.B. 33757/67.

Australia
(248/67) Agency inquiry for floor coverings; furniture; household linen; lace; textile fabrics. E.S.B. 44571/67.
(249/67) Agency inquiry for building and plumbing hardware. E.S.B. 44632/67.
(251/67) Agency inquiry for curtaining; linen; rugs. E.S.B. 44897/67.
(251/67) Agency inquiry for shop fittings and display equipment. E.S.B. 39184/67.
(250/67) Inquiry for beach cleaning and seaweed removal equipment. E.S.B. 44577/67.

Barbados
(250/67) Agency inquiry for office furniture and equipment; stationers' sundries. E.S.B. 45262/67.
(251/67) Agency inquiry for household linen; towels; wire mesh. E.S.B. 45059/67.

Belgium
(250/67) Agency inquiry for sheepskin clothing. E.S.B. 45258/67.
(252/67) BNEC organizes 'Action '68' Conferences. E.S.B. 1209/G.

Bulgaria
(250/67) Inquiry for dental equipment; medical and surgical equipment; veterinary equipment. E.S.B. 29529/67.

Canada
(252/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 45094/67.
(248/67) Manufacture under licence – water purification plant. E.S.B. 43115/67.
(249/67) Inquiry for abrasion resistant material. E.S.B. 44840/67.
(249/67) Inquiry for blankets; carpeting; hospital beds; hospital blankets. E.S.B. 45024/67.
(249/67) Inquiry for confectionery. E.S.B. 44876/67.
(249/67) Inquiry for foodstuffs; supermarket household items. E.S.B. 42121/67.
(249/67) Inquiry for garden tools. E.S.B. 40837/67.
(249/67) Inquiry for press brake; metal shear. E.S.B. 44877/67.
(250/67) Inquiry for electric motors. E.S.B. 45494/67.
(250/67) Inquiry for hoists. E.S.B. 43824/67.
(250/67) Inquiry for hospital equipment. E.S.B. 32665/64.
(251/67) Inquiry for steel sheet; electric brakes. E.S.B. 3484/67.
(252/67) Inquiry for intensive care units. E.S.B. 40514/67.

El Salvador
(252/67) Inquiry for steel plates. E.S.B. 45411/67.

Fiji
(250/67) Agency inquiry for laundry blue; umbrellas. E.S.B. 38918/67.
(251/67) Inquiry for cutlery; oils; laundry blue; padlocks; pressure oil stoves; steel pipes. E.S.B. 43007/67.

Formosa
(252/67) Tenders – Successful bidders. E.S.B. 19699/67.

France
(251/67) Agency inquiry for radiators and convectors. E.S.B. 42557/67.
(249/67) Inquiry for outerwear. E.S.B. 45054/67.
(249/67) Inquiry for packaging machine. E.S.B. 45067/67.
(250/67) Inquiry cables. E.S.B. 44842/67.
(250/67) Inquiry for crystals; electronic components; measuring instruments; metals. E.S.B. 45329/67.

Germany, Federal Republic of
(248/67) Agency inquiry for electrical equipment. E.S.B. 44608/67.
(251/67) Agency inquiry for cleaning machinery; laundry machinery. E.S.B. 45328/67.
(252/67) Agency inquiry for steel products. E.S.B. 45435/67.
(249/67) Inquiry for copper. E.S.B. 44899/67
(250/67) Inquiry for chemicals; cosmetics; pharmaceuticals. E.S.B. 45045/67.
(250/67) Inquiry for glass. E.S.B. 44592/67.
(250/67) Inquiry for toilet accessories. E.S.B. 45063/67.
(250/67) Inquiry for varnishing machines. E.S.B. 45087/67.
(251/67) Inquiry for plumbers' fittings. E.S.B. 2392/67.

Greece
(250/67) Agency inquiry for ships equipment. E.S.B. 42832/67.
(252/67) Agency inquiry for telephone cords; telephone cord-manufacturing machinery. E.S.B. 43412/67.
(251/67) Inquiry in respect of oceanographic research equipment and machinery. E.S.B. 44826/67.

Guatemala
(251/67) Agency inquiry for nylon yarn; plastic tubing and couplings. E.S.B. 45307/67.

Hong Kong
(249/67) Inquiry for car-washing equipment. E.S.B. 42311/67.

India
(250/67) Agency inquiry for industrial chemicals. E.S.B. 44810/67.

Israel
(252/67) Agency inquiry for dietary and health foods; milk. E.S.B. 44888/67.

Italy
(248/67) Agency inquiry for whisky. E.S.B. 44580/67.
(251/67) Agency inquiry for biscuits; confectionery. E.S.B. 44693/67.
(249/67) Inquiry for electrolytic copper foils. E.S.B. 44879/67.
(249/67) Inquiry for engines; pumps and components. E.S.B. 45037/67.
(249/67) Inquiry for metal products. E.S.B. 45023/67.
(249/67) Inquiry for pig iron. E.S.B. 44807/67.
(250/67) Inquiry for pig iron; tin strips and sheets. E.S.B. 40301/67.
(252/67) Inquiry for chemical plant. E.S.B. 45040/67.

Jamaica
(249/67) Agency inquiry for generating sets; paint spraying equipment; petrol engines and pumps; welders. E.S.B. 44273/67.
(249/67) Agency inquiry for toys. E.S.B. 45083/67.
(249/67) Manufacture under licence – cosmetics; toilet preparations. E.S.B. 45070/67.

Kenya
(248/67) Agency inquiry for sound reproduction equipment. E.S.B. 44600/67.
(252/67) Agency inquiry for sight glasses; steam traps; thermostat valves. E.S.B. 44386/67.
(248/67) Inquiry for spraying equipment. E.S.B. 44812/67.

Lebanon
(251/67) Agency inquiry for calcium carbide; carpets; domestic appliances; pipes and fittings; tools; welding apparatus. E.S.B. 43850/67.

Malta
(249/67) Agency inquiry for domestic appliances; workshop machinery. E.S.B. 44857/67.
(250/67) Agency inquiry for domestic appliances; prerecorded tapes; radio spare parts; tape recorders; television sets and spare parts. E.S.B. 44680/67.
(250/67) Inquiry for carpets and rugs; detergents; glassware and crockery; household textiles and goods; paper tableware; plastic curtains and rails; smokers' requisites; umbrellas. E.S.B. 44246/67.

Mexico
(251/67) Inquiry in respect of computers. E.S.B. 44217/67.

Netherlands
(250/67) Manufacture under licence – foodstuffs. E.S.B. 45280/67.

New Zealand
(250/67) Agency inquiry for textile fabrics. E.S.B. 42664/67.
(248/67) Inquiry for steel tubes. E.S.B. 44874/67.
(250/67) Inquiry for steel products. E.S.B. 44576/67.

Norway
(248/67) Agency inquiry for dresses. E.S.B. 44527/67.
(251/67) Inquiry for yarn. E.S.B. 43900/67.

Pakistan
(249/67) Manufacture under licence – drugs and medicines. E.S.B. 44674/67.
(251/67) Inquiry for canned soft drinks and fruit juices. E.S.B. 44872/67.

Rumania/Poland
(249/67) Trade Agreement.

Saudi Arabia
(250/67) Inquiry for clothing; footwear; toys. E.S.B. 45306/67.
(250/67) Inquiry for road-making machinery. E.S.B. 43828/67.

Singapore
(249/67) Inquiry for refrigeration components and materials. E.S.B. 44893/67.

South Africa
(250/67) Agency inquiry for sports clothing; sports equipment. E.S.B. 44585/67.
(248/67) Inquiry for insulating material. E.S.B. 44523/67.

Spain
(252/67) Inquiry for capacitor tissues. E.S.B. 45754/67.

Sudan
(249/67) Inquiry for glass cutting machines. E.S.B. 27719/67.

Sweden
(248/67) Agency inquiry for drill heads; tools. E.S.B. 44366/67.

Switzerland
(251/67) Agency inquiry for textiles; towels. E.S.B. 41004/67.
(249/67) Inquiry for ships machinery and equipment. E.S.B. 44218/67.
(249/67) Inquiry for reproduction furniture. E.S.B. 44692/67.
(249/67) Inquiry for tissue paper. E.S.B. 45005/67.
(249/67) Inquiry for whisky. E.S.B. 44875/67.
(251/67) Inquiry for boat fittings and accessories. E.S.B. 45048/67.
(252/67) Inquiry for woollen and synthetic fabrics. E.S.B. 3026/67.

Tunisia
(251/67) Inquiry for aluminium and brass strip; cotton thread; elastic strap materials; printing services; shoelace tipping machinery. E.S.B. 44878/67.

Uganda
(249/67) Inquiry for galvanizing plant; steel strip. E.S.B. 45360/67.
(250/67) Inquiry for wall coverings. E.S.B. 45279/67.
(252/67) Inquiry for machine tools. E.S.B. 45757/67.
(252/67) Inquiry for tin plate machinery equipment and raw materials. E.S.B. 45786/67.

United States of America
(249/67) Inquiry for machine tools. E.S.B. 13272/67.
(249/67) Inquiry for silicon carbide; tubing. E.S.B. 44816/67.
(249/67) Inquiry for tubing. E.S.B. 43956/67.
(251/67) Inquiry for conductor. E.S.B. 43827/67.
(251/67) Inquiry for hospital supplies. E.S.B. 45532/67.
(251/67) Inquiry for paintings. E.S.B. 45557/67.
(251/67) Inquiry for skin diving equipment. E.S.B. 41940/67.
(252/67) Inquiry for tyres. E.S.B. 45544/67.

Uruguay
(252/67) Manufacture under licence – air-conditioning units; domestic appliances; meter casings. E.S.B. 44669/67.

†For further details of the 'Export Service Bulletin' see page 1664.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 423 *Oxford St., London, W.1;* 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page* 1675 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757).

British electronics firm in the United States

A FAST MOVING British firm with a dominant stake in the Electronics Industry is making a determined drive to capture a slice of the American market – one of the world's most entrenched markets for electronic equipment.

The Company, Electronic Instruments Limited, part of the Cambridge Instrument Group, believes it can pull it off. It has just sent one of its top technical salesmen, Mr. A. C. Blake, out to the United States to join the staff of Cambridge Instrument Company Inc., the Group's American subsidiary, to spearhead the sales drive.

The Company claims it has the edge over the American electronics industry when it comes to industrial pH measurement. Many years of experience in this field has resulted in the accumulation of a wealth of highly specialized knowledge of the problems concerned with pH determination and chemical analysis in practically every major industrial process. The manufacture of chemicals, food, pharmaceuticals, iron, steel, and paper are a few of the applications for which original techniques and unique instrumentation has been developed.

The Cambridge Instrument Group have been pioneers in almost every sector of industrial and scientific instrumentation and last year won the Queen's Award to Industry with the development of a world-beating electron microscope.

MP visits pottery firm

POTTERY workers and management at the Middlewich (Cheshire) factory of John Steventon and Sons Limited, have received an official 'pat on the back' from the Government for their export achievements this year.

Wing Commander R. G. Grant-Ferris, MP, for the Nantwich constituency visited the company recently on behalf of the Board of Trade to personally thank directors and employees for their efforts.

All MP's are being asked by the Board to visit firms in their constituencies who have achieved outstanding success in exports, to thank and encourage them.

After his visit Wing Cdr. Grant-Ferris said: 'I was impressed with the great spirit and desire of the company to export and to run the business in the best possible way. Everyone was working hard and it was obvious from the flow of work going through that it was being done quickly and efficiently. This factory is a monument to private enterprise'.

The company has one of the most modern plants in Europe producing 'Royal Venton' vitreous china sanitary ware and has exported over 20 per cent of its output to markets throughout the world.

Trade tour brings £60,000 of new orders

THE leading British foam fabrics firm, Lintafoam Ltd., who are already the world's biggest exporters in their field, have received more than £60,000 worth of new orders, following their export sales director's trade tour of Australasia, South Africa and the Far East.

The director, Mr. A. J. Welford, travelled more than 45,000 miles in two months, seeing customers and agents in Australia, New Zealand, the Philippines, Thailand, Hong Kong, Singapore and South Africa. Lintafoam already occupies a commanding position in these markets, as suppliers of foam fabrics for the foundation garment and swimwear industries, latex foam shoe components, and foam carpet underlays.

The company now supplies customers in 49 countries. In the foundation garment field, its exports are more than 125 per cent of its home sales.

1,000 pumps sold overseas

As part of the firm's policy to maintain firm footholds in all parts of the world and to consolidate these by personal contact, Mr. J. C. Wilkins, pump sales manager of Pegson Limited, Coalville, Leicestershire, has made no less than eight business tours in the past 18 months taking in some 20 countries. His latest trip to the Middle East was directed not only to this end but to introducing a new general-purpose agricultural pump which Pegson has developed to the prototype stage in order to assess the sales potential. So successful was the visit that, in the six weeks since Mr. Wilkins' return and before production programmes could be finalized, orders for nearly 1,000 pumps have been received. Mr. Wilkins' overseas trip is only one of several in recent months by directors and sales executives of Pegson Limited and is indicative of the Company's determination to increase its share of export business.

American tour

THE elegant little primrose yellow and black horse-drawn brougham which Taylor of London use to make their deliveries in the West End of London is a sight which delights visitors and tourist photographers.

Identical English traditional fragrances which Taylor of London deliver in their coach in London are now being sold in the very top quality stores in the United States and Canada. Mr. Michael Stewart-Smith, the young English proprietor of Taylor of London has twice been over in person to the United States and Canada to introduce his unique fragrances. He travelled from coast to coast, visiting the principal cities and calling on the top stores. He wanted to make sure that Taylor of London products would be sold and presented with the same exclusivity and in the quality tradition of the original shop in London.

Mr. Stewart-Smith was delighted with the enthusiasm of the perfumery buyers who undertook to sell his preparations and with their repeat orders.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877. *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£300,000 order for trucks

AEC has received another large order from Australia, for heavy duty six and eight wheel trucks which have a total on-the-road value of £300,000. The trucks will be shipped in CKD form to Melbourne where they will be assembled in the Leyland Motor Corporation plant. The order calls for 64 trucks in all, most of them six wheel Mammoth Major and Marshal two-axle drive models, with eight long wheelbase Mammoth Major eight wheelers.

Orders from Ghana

Two important export orders have been won in the international markets by English Electric's Meter, Relay and Instrument Division for domestic and industrial meters. A repeat order worth some £5,000 has been placed by the Sahab Electricity Board for single phase and polyphase meters. This brings the total value of orders from this source during the last three years to over £25,000 for 6,500 domestic and 400 industrial meters.

The second order is for 400 polyphase meters and their associated current transformers, worth a total of £10,000, for the Ghana Electric Supply Authority. This is the first major order for meters from Ghana and has been obtained, largely, as a result of a visit by the company's sales engineers during a recent tour of the African continent.

Power plant for South Africa

Two contracts worth over £900,000 have been placed with English Electric's Large Steam Turbine Division, Rugby, for a steam turbine generator, feed heating plant and for condensing equipment for the City of Pretoria's Rooiwal power station.

8 million fish fingers for Austria

Britain's exports were given an unusual boost recently with the completion of an order for 270 tons of fish fingers to be shipped to Austria. They were produced at Birds Eye's Grimsby factory, the largest fish finger plant in the world, and took two days to load on to a special train for the 860-mile journey to Vienna.

Greek order for Sunderland yard

A third SD.14 order has been placed with Bartram & Sons Ltd., for the account of the Aegis Shipping Co. Ltd., of Piraeus. The vessel, due to be delivered late in 1968, is a repeat of two ships already on order for the same clients. It is the fifth ship to be ordered on the River Wear by the same owner.

Control order for USSR

EMI Electronics, Automation Division, have received an order worth £50,000 from Churchill Gear Machines Ltd., a TI company, of Blaydon-on-Tyne, Co. Durham. This is part of an order, announced recently by Churchill, involving equipment worth nearly £2 million for the machine tool and tractor industries in the USSR.

Three models from the Fashion Division of Cope Allman International pose by a container loaded with the company's clothes about to be loaded aboard the Atlantic Steam Navigation Company's 'Cerdic Ferry'. The CAI road haulage interests are now integrated with those of P. & M. Kaye of London and Warrington. The combined service, which will operate under the name of Transllovd, has a fleet of 150 trucks, 250 trailers and 50 Continental TIR trailers. It also has available over 1½ million square feet of warehousing and parking space in London, Manchester, Liverpool and Warrington. Transllovd offer integrated facilities for shipping, forwarding, air freight and road haulage, including Continental and freightlines services.

South African export order

An exploratory sales visit to South Africa has gained valuable machine tool orders for firms in the Manchester-based Derek Hartle Ltd., group. Delivery begins early in the New Year with shipment of Rapidor sawing machines from Edward G. Herbert Ltd., of Manchester, and will continue for the ensuing twelve months. Initial orders also cover the high-precision, custom-built Granor lathe, made by another group company, Graham and Normanton (1967) Ltd., of Halifax.

130,000 dollar repeat order

A repeat order just received by South Wales Switchgear Limited, of Blackwood, Monmouthshire, for oil circuit breakers for the City of Los Angeles, brings the total value of orders for SWS breakers placed by the Los Angeles Department of Water & Power to over a million dollars.

£¾ million order from Japan

Back from Tokyo with a £750,000 order for aviation equipment are the Dowty sales team following their tour of Japan's aircraft industry. The order is for propellers, auxiliary gearboxes and associated equipment for the NAMCO YS-11 turbo-prop transport which is in production for airlines in the Far East and United States.

Devaluation opens door to Common Market

Devaluation has provided a British agricultural machinery manufacturer with an opportunity of selling to the lucrative European Common Market farming community.

Within days of devaluation, Moulds, Tools & Dies (N.I.) Ltd., of Belfast, say they had arranged demonstration of their latest product of prospective buyers in Common Market countries. A spokesman said: 'Devaluation provides us with an excellent opportunity to gain a foothold in the E.E.C. farming community. We can now compete in Europe on a price basis.'

New Zealand uses British-made paints

Ferrodor paints made by Griffiths Bros. & Co. London Limited (Armour Works, of Wednesfield, Wolverhampton, Staffs), are being used for the new extension to the Auckland Harbour Bridge in New Zealand. The bridge, which was officially opened in May 1959, was protected by the Ferrodor system at the time of its construction and the paints have been again chosen.

Radiotelephones for Chile

The Communications Division of Redifon Limited has just completed the shipment from its Wandsworth factory of single sideband (SSB) radiotelephones valued at over £37,000 for the Empresa Nacional de Telecomunicaciones, Chile.

Rolling mill plant for Argentina

Propulsora Siderúrgica of Argentina is establishing the first stage of a new fully integrated iron and steelworks at Ensenada, in the Province of Buenos Aires, and is installing a cold strip mill plant for production of 60 inch wide steel strip. The value of the rolling mill equipment which Davy-United will supply from the United Kingdom, excluding erection on site, is £2.7 million. Delivery is due to be completed early in 1969.

Computer system for France

George Kent (Petrochemical) Ltd., a member of the Luton based George Kent Group, have received a second order for installation of the recently developed Kent K70 digital control computer system in South Eastern France. This is a repeat order from Rhone-Poulenc, France's largest chemical company manufacturing a wide range of products including plastics, resins, synthetic fibres and pharmaceuticals.

New record in exports

During the 12 months period ending September 31, 1967, Plenty & Son Limited, the pump manufacturers and fluid handling engineers of Newbury, Berkshire have achieved a new Company record in direct exports. Total overseas sales of Plenty filters, mixers, pumps and fluid handling equipment have exceeded £350,000. This achievement realises a 25 per cent increase in exports over the previous year's results.

Third Dutch order for parking meters

The City of Rotterdam has placed a third order for parking meters, worth approximately £20,000, with Venner Limited of New Malden, Surrey. Delivery of these meters will bring the Rotterdam total to some 2,200 Venner units. The company's world sales now approach 90,000 meters, over 65 per cent of which have been exported.

Combustion equipment for Baghdad

Nu-way Heating Plants Limited (Wolseley-Hughes Group), have been awarded an order for the supply of a variety of gas combustion equipment for the Ministry of Oil and Gas Development of the Iraq Government.

This order was placed with Nu-way of Droitwich after their Export Sales Manager had flown to Baghdad to conduct negotiations and to make recommendations as to the type of combustion equipment to be used. This equipment, value £15,000, will be used to convert existing air heaters, boilers and process heating plants, most of which is of British manufacture and currently oil fired.

Jam and marmalade for United States

R. W. Scott Ltd., have just received an order from United States for delivery April, 1968. A cheque accompanied the order and amounted to $115,348.53. A spokesman said this customer is taking full advantage of 'British currency devaluation and does not wish to be caught by any post devaluation price increases which might be necessary. We have accepted the order on this basis and hope to ship the 13,400 cartons involved in one lot.'

11 per cent increase in exports

The Reprodux Works at Newhaven, home of Bevan Funnell Limited, report increased exports for their current year. Exports last year were £750,000 which earned the Company the Queen's Award. This year they have increased this figure by 11 per cent to over £800,000.

Russian contract

Centri-Spray Limited of Croydon, Surrey, has won an important export contract worth £650,000 to automate the crankshaft line at the Moscovitch motor car plant in Russia. The contract was awarded to Centri-Spray by Renault S.A. of Billancourt, France, main contractors to the Russian car manufacturers on this modernization project.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 308 or Telex No. 25977).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 1588 *of the* Board of Trade Journal *of December 22.*

Tariff, Customs and Import Regulations in overseas countries

Wolf Electric Tools Limited's sales supervisors and salesmen from Holland, Sweden and Denmark, were at the company's head office at Ealing recently for a conference to plan marketing in their respective areas for 1968.

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The List of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the JOURNAL *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BELGO-LUXEMBOURG ECONOMIC UNION

Import quotas

THE QUOTA for the import of fresh and cured fish into the Belgo-Luxembourg Union, (BLEU) from this country for the period October 1, 1967 to March 31, 1968 has been increased from £500,000 to £580,000.

IRISH REPUBLIC

Quota restrictions on certain textiles and piece-goods

THE GOVERNMENT OF the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934 to 1964, for the period January 1, 1968 to December 31, 1968:

Quota No.	Goods	Quota
51	Certain textile yarns, certain articles of textile material and certain articles of bedding or similar furnishing	A quantity equal in value to one hundred thousand pounds (£100,000)
52	Certain woven fabrics of silk, man-made fibres, flax, ramie, cotton, jute, certain woven pile fabrics, certain coated or treated fabrics; certain knitted or crocheted fabrics	Twelve million square yards

The countries to which the quota restrictions apply are: Japan, Czechoslovakia, Rumania, India, Malaysia, Macao, People's Republic of China, Hungary, Hong Kong, China (Nationalist), Bulgaria, Poland, East Germany, Pakistan, Yugoslavia, USSR.

(Details of the Quota Orders relating to the restrictions were published in the *Board of Trade Journal* on January 15, 1965, pages 139-140).

FEDERAL REPUBLIC OF GERMANY

Quota for goods sold at Berlin Food Fair

THE FEDERAL GERMAN AUTHORITIES are making available special quotas to cover the sale of goods still subject to import restrictions at the Grüne Woche Food Fair to be held in Berlin from January 26 to February 4, 1968.

The currency allocation to British exhibitors will be DM 150,000 plus currency for 500 hectolitres of wine. Of this amount DM

(*Continued on next page*)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

WEST GERMANY, *continued*

100,000 may be used for prepared vegetables, pot herbs, fruit and plants or parts of plants and DM 50,000 for farinaceous products. Additional quotas for tinned fruit and vegetables may be applied for, if required.

Licences for goods which are subject to quota will be allocated to firms in accordance with space booked. United Kingdom exhibitors who wish to obtain licences should notify the Commercial Department of the British Embassy, Friedrich Ebert Allee 77, Bonn, by January 10, 1968. Applications should be accompanied by a copy of the agent's sub-tenancy agreement for stand space (*Untermietvertrag*).

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2307).

SPAIN

Customs tariff

IN THE *State Gazette* of December 5, the Spanish authorities announced the following duty reductions on certain sub-headings of their customs tariff:

Tariff heading	Description	Transitory Duty		Home Compensation Tax Levy	
		Existing rate of duty	Percentage reduction	Existing rate of duty	Percentage reduction
03.01 A	Tunny and other tunas, frozen	6%	100%	8%	90%
03.02 A	Cod	10%	100%	7%	70%
05.04 A 2	Guts in brine	10%	90%	4%	90%
09.01 A	Coffee, not roasted	22·5%	100%	8%	Nil
12.03 B 2	Sainfoin, lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds	3·5%	100%	6%	50%
3	Aubergine, onion, bean, melon and water-melon seeds	3·5%	100%	6%	50%
4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds	16%	50%	6%	50%
5	Sugar-beet seeds	16%	50%	6%	50%
23.01 A	Flours and meals of meat and offals; greaves	2%	100%	6%	90%
25.03 C	Sulphur, other than in powder or moulded form	4%	100%	10%	60%
29.01 A 1	Butadene	9%	100%	11%	90%
B 5	Styrene	5·5%	100%	11%	50%
6	Naphthalene	5·5%	100%	11%	50%
29.04 B 1	Ethanediol	24%	40%	12%	Nil
29.15 D 1	Dimethyl terephthalate	1%	100%	5%	90%
29.22 A 3	Adipate of hexamethylendiamine monomer	Free	Nil	12%	90%
29.27 B	Acrylicnitrile (monomer)	Free	Nil	12%	90%
29.30 A	Isocyanates	4·5%	100%	5%	50%
29.35 G	Caprolactums	Free	Nil	5%	90%
32.05 A	Synthetic organic dyestuffs and synthetic organic products of a kind used as luminophores	86 pesetas per kg.	50%	10%	Nil
38.11 A	Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products in forms or packings weighing up to 5 kg. net	18%	60%	12%	Nil
38.19 E 1	Dodecylbenzene	5·5%	100%	11%	50%
39.02 G 1	Acrylonitrile copolymers	9%	100%	12%	Nil
41.01 A 1	Raw hides and skins, fresh, salted or dried of oxen, cows, bulls and buffaloes	1%	100%	4%	100%
41.01 A 4 a 1	Sheep and lamb skins, fresh-salted, weighing more than 30 kg. per dozen, with wool	7%	50%	4% †	Nil
51.01 A	Yarn of synthetic fibres (continuous) not put up for retail sale	16%	40%	13%	Nil
53.01 A	Greasy sheeps' or lambs' wool, not carded or combed:				
1	With a washing-loss of more than 30% by weight	9·5%	90%	6%	Nil
2	With a washing-loss of more than 10% but not more than 30% by weight	12%	75%	6%	Nil
53.01 B	Washed or degreased sheeps' or lambs' wool with a washing-loss of 10% or less by weight, not carded or combed	12%	75%	8%	Nil
C	Carbonized sheeps' or lambs' wool, not carded or combed	13%	70%	9%	Nil
D	Dyed sheeps' or lambs' wool, not carded or combed	15·5%	50%	9%	Nil
56.01 A	Discontinuous synthetic fibres	15%	40%	12%	Nil
56.02 A	Continuous filament tow for the manufacture of man-made fibres (discontinuous) of synthetic fibres	14%	40%	14%	Nil
56.04 A	Synthetic fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning	14%	40%	13%	Nil

Operatives at the Luton factory of George Kent (Petrochemical) Ltd., assembling the 'complete package' K70 direct digital control system recently developed by this George Kent Group company for computer control of industrial processes. The company have received a second order for the system from Rhone-Poulenc for installation in South Eastern France, and also report considerable interest in the system by other manufacturers and universities throughout Europe.

EUROPEAN ECONOMIC COMMUNITY

Common organization of the market for sugar

THE *Board of Trade Journal* dated December 22, 1967 (page 1617) contained an announcement about the common organization of the market for sugar.

The text of the following Decisions, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes* No. 290 dated November 29, 1967.

Decision No. 67/718/CEE authorizes Belgium to suspend the collection of levies on certain quantities of dried slices of sugar beet imported from other Member States for the brewery and animal feedstuffs industry.

Decision No. 67/719/CEE authorizes Germany to suspend the collection of levies on certain quantities of dried slices of sugar beet imported from other Member States for the coffee substitutes industry.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Common organization of the market for pigmeat

THE *Board of Trade Journal* dated December 15, 1967 (page 1567) contained an announcement about the common organization of the market for pigmeat.

The text of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 304 dated December 15, 1967.

Regulation No. 1001/67/CEE concerns the second modification to Regulation No. 635/67/CEE (*Board of Trade Journal* dated October 13, 1967, page 938) which fixes export refunds for the pigmeat sector for the period beginning October 1, 1967.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated December 22, 1967 (page 1617) contained an announcement about the common organization of the market for cereals.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 972/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 300 dated December 9, 1967).

Regulation No. 987/67/CEE modifies the refunds applicable to processed products with a cereal or rice base (*Journal Officiel* No. 303 dated December 14, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated December 22, 1967 (page 1617) contained an announcement about the common organization of the market for rice.

The text of the following Regulations, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 972/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 300 dated December 9, 1967).

Regulation No. 987/67/CEE modifies the refunds applicable to processed products with a cereal or rice base (*Journal Officiel* No. 303 dated December 14, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated December 22, 1967 (page 1617) contained an announcement about the common organization of the market for poultry and poultry meat.

The texts of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes.*

Regulation No. 971/67/CEE fixes the supplementary amount for slaughtered ducks and guinea fowl (*Journal Officiel* No. 301 dated December 12, 1967).

Regulation No. 982/67/CEE contains modifications to Regulation No. 769/67/CEE (*Board of Trade Journal* dated November 10, 1967, page 1207) which fixes export refunds in the poultry meat sector (*Journal Officiel* No. 302 dated December 13, 1967).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated December 15, 1967 (page 1566) contained an announcement about trade in processed products with a fruit and vegetable base.

The text of the following Regulations, which also affect trade in this sector, were published in the *Journal Officiel des Communautés Européennes* No. 304 dated December 15, 1967.

Regulation No. 997/67/CEE relates to certificates for processed products with a fruit and vegetable base which benefit from the rule whereby levies and refunds are fixed in advance.

Regulation No. 998/67/CEE fixes, for each Member State, the price difference for white sugar applicable for the calculating of the levy and refund for processed products with a fruit and vegetable base.

The French text of the above Regulations may be seen on appli cation to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). In due course unofficial translations of these Regulations will be published by HMSO.

Corrigendum

THE *Board of Trade Journal* dated December 15, 1967 (page 1566) contained an announcement about imports of chicory roots.

All references to chicory roots should be amended to read dried slices of sugar beet'.

CONGO REPUBLIC (BRAZZAVILLE)

Global quotas 1967/68 (amended)

THE *Board of Trade Journal* of November 24, page 1537, gave details of the global quotas for the import of goods into the Congo Republic (Brazzaville) for the period July 1, 1967 to May 31, 1968. According to press reports these quotas have now been considerably amended, and the full list should now read as follows:

Description	Quota values in French francs
Dairy produce	180,000
Ordinary and sparkling wines	2,054,480
Other alcoholic beverages	1,753,590
Live animals, meat, fish, plants, fruit and vegetables, oilseeds and other miscellaneous food products	7,644,500
Tobacco, manufactured and raw	350,000
Mineral products	4,930,000
Metallic ores, fuels and derivatives, iron, cast iron, steel and non-ferrous metals	1,165,290
Pharmaceuticals	40,000
Chemical products; photographic products, etc.	675,000
Printed fabrics	2,680,000
Printing costs	250,000
Non-printed fabrics, blankets	680,000
Jute bags and sacks	680,000
Knitted goods, clothing (including second-hand)	807,500
Tools, cutlery and various metal products	730,660
Household appliances; office machinery; radio, photographic and cinema equipment; lenses; clocks and watches; arms and ammunition	2,380,500
Generators; equipment for public works, mines, administration, etc., agricultural machinery; machinery for the food industry	16,735,175
Cycles, motor-cycles and spare parts	363,000
Other products of animal origin	3,012,000

Inquires about this notice should be made to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), *Board of Trade,* 1 *Victoria Street, London, S.W.*1.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 456, published in the South African Government *Gazette* of December 15, contains applications to the Board of Trade and Industries for increase in duty on

1. (a) Polyester fibres (discontinuous), not carded, combed or otherwise prepared for spinning, classifiable under tariff subheading 56.02.50;
   (b) continuous filament tow for the manufacture of polyester fibres (discontinuous), classifiable under tariff subheading 56.01.50;
   (c) waste (including yarn waste and pulled or garnetted rags) of polyester fibres (continuous or discontinuous), not carded, combed or otherwise prepared for spinning, classifiable under tariff heading 56.03; and
   (d) polyester fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning, classifiable under tariff subheading 56.04.50, from free of duty to 17½ per cent *ad valorem*.
2. Axles for railway rolling stock, classified under subheading 86.09.10.90, from 3 per cent to 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1 CRE 2517/67, and 2 CRE 2514/67.

MALAGASY REPUBLIC

Global quotas

THE LIST of Global quotas in respect of the Malagasy Republic for the six months commencing October 1, 1967, was published in the *Board of Trade Journal* of November 3, page 1141.

Section 2/B – *Fabrics:* Quota Nos. 15 and 16: Cotton woven fabrics, except unbleached, weighing less than 500 grammes per square metre; synthetic and artificial fibres, discontinuous: Quota value shown as 3,900,100 French francs (100 per cent) has been altered as per the *Journal Officiel* of December 2 of the Malagasy Republic to: 3,500,100 French francs (100 per cent).

CEYLON

Import control

IMPORT CONTROL Notice No. 22/67 contains a further list of proprietary Veterinary Drugs and Feed Additives which may be imported into Ceylon on licences issued under Quota Item No. D3 in terms of Import Control Notice No. 25/64, published in the *Board of Trade Journal* of January 15, 1965, page 136. The list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

CANADA

'Made in Canada' ruling (1)

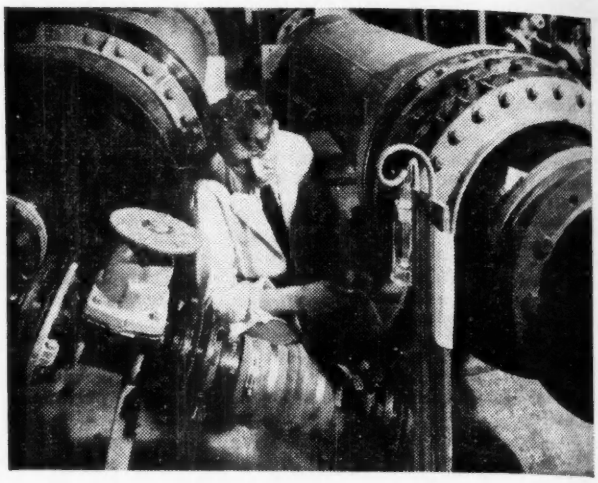
THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

'Of a class or kind made in Canada.'

Continuous belt automatic freezing machines or tunnels, also known as 'IQF' (individual quick freezing) machines or tunnels, tunnel freezers, continuous blast freezers, capable of the continuous freezing of loose fresh produce and prepared foodstuffs such as peas, corn, beans, potatoes, strawberries, blueberries, donuts, etc., and fresh or cooked fish products such as fillets, portions, sticks.

(Ruling effective January 15, 1968).

The above information is contained in the Canadian Department of National Revenue Memorandum D.51-9-2, dated December 14, 1967.



Checking a forced circulation evaporator at the Greenhithe works of APV-Kestner Limited before despatch to South Africa. The evaporator will be used in the concentration of sulphuric acid and the crystallization of nickel sulphate. Heating surfaces are of carbon, but extensive use has been made of Kestner's own homogenous plastic, Keebush. High silicon iron also manufactured by Kestner has been used and the whole unit designed and constructed by Kestner engineers.

'Made in Canada' ruling (2)

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes.

Of a 'class or kind made in Canada':

Fresh water evaporating plants, also known as desalination plants, evaporator and distillation plants, flash evaporators, fresh water generating plants and seawater evaporators, as used to convert sea water into fresh water on board ships.

(Ruling effective January 18, 1967)

The above information is contained in Canadian Department of National Revenue Memorandum D51-7-1 dated December 18, 1967.

Changes in customs tariff (1)

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1967-2295 dated December 7, 1967 making the following changes in the Canadian customs tariff:

The rates of duty applicable to the goods listed below are reduced during the period commencing on December 5, 1967 and ending on December 31, 1967.

Tariff Item	Description of Product	MFN Duty	
		Old Rate	New Rate
6900-1	Straw . . . . . per ton	$1·75	Free
6910-1	Hay . . . . . per ton	$1·75	Free
8235-1	Trees, shrubs, vines, plants, roots and cuttings, for propagation or growing purposes, n.o.p.	12½%	Free
15203-1	Lemon juice	10%	Free
40960-1	Roofs, chutes, ladders, wall sections with or without doors incorporated therein, materials and parts; all of the foregoing for the construction or repair of silos for storing ensilage	17½%	10%

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Changes in customs tariff (2)

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1967-2272 dated December 7, 1967, making certain changes in the Canadian customs tariff.

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
34925-1	Extruded tubing, of magnesium or alloys of magnesium, having an outside diameter of five inches or more, for use in Canadian manufactures (Expires January 31, 1969)	Free	Free	25%
41007-1	Direct current, electric drive, motorized wheels, not including rubber tyres, for use in the manufacture of the off-highway trucks enumerated in tariff item 41006-1 (Expires January 31, 1969)	Free	Free	25%
44515-1	Porcelains over 86 inches in length and all of one piece, with or without metal flanges attached, for use in the manufacture of electric instrument transformers (Expires June 30, 1968)	Free	7½%	37½%
45310-1	Stampings of metal, for use in the manufacture of covered buttons and covered buckles (Expires January 31, 1969)	Free	5%	30%
50905-1	Vulcanized fibre, in rolls or rectangular sheets, for use as a backing in the manufacture of abrasive materials (Expires January 31, 1969)	Free	Free	25%

The bar on the top floor of the new Blue Horizon Hotel, Vancouver, Canada, which is carpeted by a Gilt Edge carpet in the Goya design. The quality is Guildhall Axminster, and the colours are soft brown and orange.

GUYANA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of an Order which amends the Schedule of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68):

(i) by the addition of the following new items:

012-02.1 Beef-salted.
031-02 Fish-salted.
054-02.1 Peas-split.
054-09.2 Onions.
841-02.1 Vests for men and boys.
841-02.2 Vests for women and girls.
841-03.1 Shirts for men and boys.
841-03.2 Shirts for women and girls.

(ii) by the deletion of item 054-02 and the substitution therefor of the following:

054-02 Beans and peas, dry (excluding garbanzos, chick peas and split peas).

Inquiries about the above notice should be addressed to the Tariff Section, Export Service Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BRAZIL

Changes in Customs tariff rates

IT HAS been reported by HM Embassy at Rio de Janeiro that the Customs Policy Council has published resolutions Nos. 499, 500 and 501 in the *Diario Oficial* of November 28, 1967.

Resolution No. 499 lays down new minimum values for calculating the duty on imported passenger cars (Tariff Heading 87-03).

Tariff Heading	Description	Duty
87-03-001	Cars weighing up to 800 kilos	US $2,520 (c.i.f.)
87-03-002	Cars weighing from 800 to 1,100 kilos	US $4,020
87-03-003	Cars weighing above 1,100 kilos	US $5,360

This resolution came into effect on the date of publication (i.e. November 28).

Resolution No. 500 puts the duty on whisky (22-09-003) up to 100 per cent as from November 28.

Resolution No. 501 puts the duty on whisky malt (22-09-005) up to 60 per cent. This came into effect on December 13, 1967.

AUSTRALIA

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on November 17, 1967, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of knitted coats, jumpers, cardigans, sweaters and the like (Tariff items 60.05.121, 60.05.129).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations temporary quantitative restrictions have been imposed from December 19, 1967.

Import licences will be issued to importers on the basis of 100 per cent of the value of imports in the year ending June 30, 1967. Imports cleared since that date will be debited against 1967/68 or subsequent license of importer.

Separate quotas will be established for children's and adults' garments.

Further details will be published as soon as possible.

Nearly one horsepower for every ton of freight is set to work in this Western Australian train carrying 8,000 tons of iron ore and powered by four 1,950 h.p. English Electric diesel-electric locomotives. This is one of the heaviest freight trains in Australia using multiple working for the 307 mile up-grade journey from the coast to Koolyanobbing. Over 400 English Electric locomotives and 180 motor coach equipments are in service with the railways of Australia, supplied from the company's Rocklea, Australia, and Newton-le-Willows and Preston Works, Lancashire.

AUSTRALIA, *continued*

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **knitted apparel** (tariff items 60.05.1 and 60.05.200).

This reference is of departmental origin and also as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

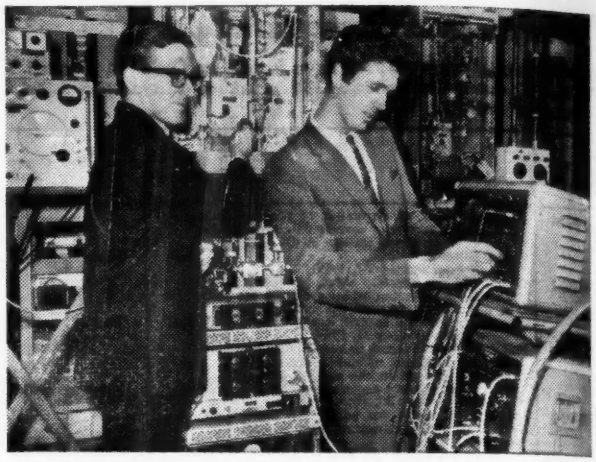
Tariff Item	Goods	Rates of Duty	
		General	Preferential
65.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:		
60.05.1	Articles of apparel:		
60.05.11	Blouses, skirts and bathing costumes:		
60.05.111	Wholly or partly of wool, wholly or partly of silk or wholly or partly of man-made fibres	47½%; or, if higher, $0·35 each, and 27½% Primage 5%	27½%; or, if higher, $0·15 each, and 12½%
60.05.119	Other.	47½%; or, if higher, $0·175 each, and 27½% Primage 5%	27½%; or, if higher, $0·075 each, and 12½%
60.05.12	Coats, jumpers, cardigans, sweaters and the like:		
60.05.121	With chest measurement under 34 inches	45%; or, if higher, $0·30 each, and 27½%	27½%; or, if higher, $0·20 each, and 12½%
60.05.129	Other.	45%; or, if higher, $0·55 each, and 27½%	27½%; or, if higher, $0·30 each, and 12½%
60.05.13	Costumes, dresses or robes:		
60.05.131	Wholly or partly of wool, but not containing silk or man-made fibres . .	45%; or, if higher, $1 each, and 27½%	27½%; or, if higher, $0·50 each, and 12½%
60.05.132	Wholly or partly of silk or wholly or partly of man-made fibres . . .	45%; or, if higher, $1·20 each, and 27½%	27½%; or, if higher, $0·60 each, and 12½%
60.05.139	Other.	52½%; or, if higher, $0·80 each, and 32½% Primage 10%	30%; or, if higher, $0·40 each, and 17½% Primage 5%
60.05.140	Dressing gowns, kimonos and bath gowns .	62½%; or, if higher, $0·425 each Primage 10%	27½% Primage 5%
60.05.150	Neckties	50%; or, if higher, $0·45 per doz. Primage 5%, other than ties wholly of silk	22½%; or, if higher, $0·225 per doz.
60.05.190	Other	52½% Primage 5%	22½%
60.05.200	Parts for, and fabric shaped for making, goods falling within sub-item 60.05.1 . . .	52½%	22½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 15, 1968.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2524/67.

GRENADA

Certificates of origin and/or value

THE GRENADA Collector of Customs has announced that as from February 1, 1968, certificates of origin and/or value in which the signature of persons authorized to sign or witness the certificates have been made by means of rubber stamp, duplicating or photographic processes, will not be accepted. It is required that such signatures in future be affixed in writing in the hand of the persons so authorized.



Two Australian post office engineers, Mr. Kelvin Hall (right) and Mr. Michael Sloane, are spending two years with GEC (Telecommunications) Ltd., of Coventry, to familiarize themselves with microwave radio transmission equipment in one of the company's test bays. They are with GEC as graduate trainees under the GEC Overseas Fellowship scheme. During their stay, they will spend periods in each department and will study every aspect of telecommunications. When they return to Australia they will be involved in the nation's biggest single telecommunications project, the 1,500-mile-long microwave system between Perth and Adelaide, which is being supplied by GEC.

TRINIDAD AND TOBAGO

Exemptions from import duty

THE SECOND SCHEDULE to the Trinidad and Tobago Customs Ordinance (Table of Exemptions from Import Duty) has been further amended by the addition of the following new item:

'Spirits. 33A. Spirits imported for use in the manufacture of Blended Whisky and which the Comptroller of Customs and Excise is satisfied are imported solely for use in such manufacture.

In this item:

"Blended Whisky" means a mixture containing imported whisky and at least 75 per cent neutral spirits distilled in Trinidad and Tobago or such smaller percentage of such neutral spirit as the Comptroller of Customs and Excise may from time to time approve;

"spirits" and "neutral spirits" have the meanings respectively assigned to them in the Spirits and Spirit Compounds Ordinance, Ch. 32. No. 9.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Service Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Duty) by the addition of the following new paragraph:

'Materials for use in the manufacture of glassless plastic safety mirrors.	209. Materials other than such materials as the Cabinet may for the purposes of this paragraph declare by notice published in the Official Gazette to be obtainable in Barbados, which are proved to the satisfaction of the Comptroller to have been imported by or on behalf of a person or company in Barbados engaged in the manufacture of glassless plastic safety mirrors, on the certificate of such person, or in the case of a company, on the certificate of the Secretary of such company, that such materials are imported for use exclusively in the manufacture of glassless plastic safety mirrors, subject to such conditions as to the keeping or rendering of accounts in respect of the use and disposal of such materials as the Comptroller may require.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Export Industries Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the above law:

Coin-operated gaming machines and other gaming machines, devices and equipment.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated November 24, 1967, page 1362.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX 33702, Answer Back – BOT BHAM).

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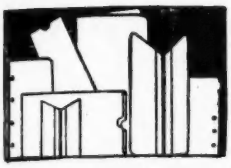

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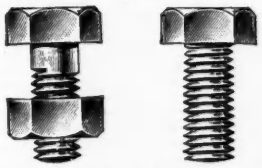

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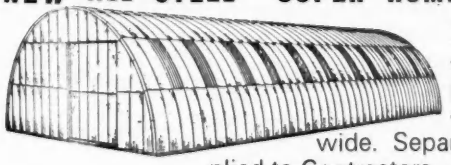

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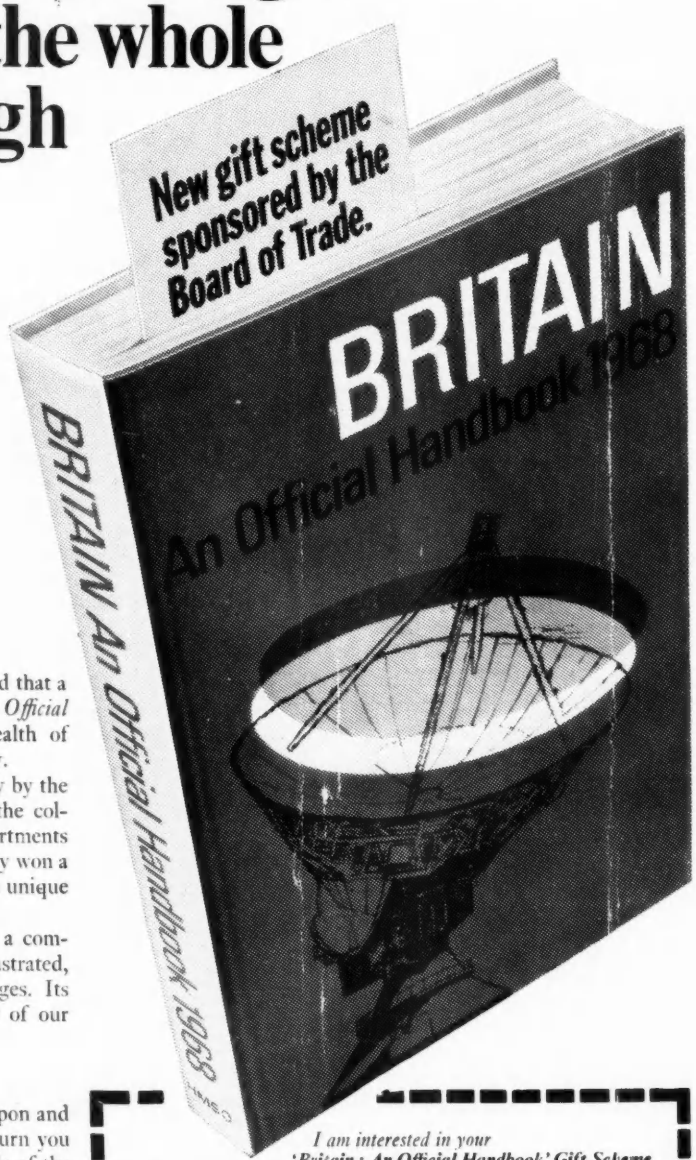

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